

Notedome is hiring ...

Head of Sales – Polyurethane Elastomer system

About the Company:

NOTEDOME was founded in 1977 as R.J. Elastomer Products Limited manufacturing cast elastomer components and is unique in having been originally a polyurethane trade molder and in 1991 changing its business direction to become the foremost cast-elastomer formulator and supplier in the 2000s. The plant and offices were re-designed and re-structured in 2001.

The company, today known as Notedome Limited, concentrate on supplying high-performance polyurethane cast elastomer systems for a wide variety of applications in numerous industries and can fine-tune urethane chemistry to meet the requirements of most markets.

Notedome with both trade-moulding and formulation experience has 25 personnel and operates from Coventry (UK) with a network of distributors on most continents and in mainland Europe. In 2016, Notedome was acquired by Manali Petrochemicals of Chennai, India.

Position Summary:

- Reporting to Notedome's MD, this is a hands-on role developing and executing sales strategies to grow product sales performance and profit.
- **Business Growth** – to provide a significant contribution to the growth strategy by identifying tangible sales opportunities, developing & implementing plans to secure additional sales. As a member of the company's leadership team, to provide Commercial expertise in support of Notedome's growth plans.
- Market development - To identify and develop new markets and sales opportunities, support the R&D team in the development of new products and ensure these become a commercial reality in an appropriate time-frame.

Experience/Qualification Requirements:

- Several years of senior sales/business development capacity with experience of sales in the engineering elastomer industry i.e Polyurethane cast elastomer prepolymers and systems.
- A substantial network of industry contacts gained from extensive networking and previous success.
- Degree in Chemistry/Marketing is a plus.

Head of Sales – Polyurethane Elastomer system

Responsibilities of Position:

- Own and hit/exceed annual sales targets.
- Develop and execute strategic plans to meet company's customer acquisition and revenue growth objectives.
- Monitoring the performance of the sales teams by setting and reviewing goals.
- Recruiting and training sales staff and ensuring that the department is appropriately.
- Partner with customers to understand their business needs and objectives.
- Working in tandem with technical team on new product developments
- Identifying opportunities by keeping track of competitor activity.
- Understand industry-specific landscapes and trends.
- Using industry knowledge to identify potential new markets and increase the market share.
- Effectively communicate the value proposition through proposals and presentations
- Representing the business at conferences, trade fairs and networking events

Skill Requirements:

- Self-motivated and organized - Proven record of success with the entire sales process, driving business growth from planning to closing.
- Business Planning - Proven success rate at consistently meeting or exceeding targets with focus on New Business Development, Market Development, Key Account Management, Channel Management & new product development.
- Strong interpersonal and communication skills - Ability to build rapport with clients. Ability to motivate and lead a team. Excellent negotiation and presentation skills.
- Networking skills – Extensive Industry contacts of customers/influencers, track competitor activities and industry dynamics.
- Willingness to travel as required.

Location:

- Hybrid role – with willingness to travel to meet customers.

How to apply:

- Please send application and c.v. to Gurumoorthy Nagarajan – gurumoorthy@notedome.co.uk