



Alchemie Technology Ltd
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Job Vacancy – Technical Business Development Manager

Alchemie is a fast-growing Materials Science company developing breakthrough new technologies to fabricate materials under digital control.

We operate in a fascinating, global, industrial world, encompassing a wide range of applications and industries often requiring the deposition of some of the most interesting and important state of art materials.

From dyeing textiles to coating food products, our technologies are being adopted by industries that want to revolutionise their manufacturing platforms with lower cost, more sustainable digital manufacturing methods.

Our people are relentless in their pursuit of excellence and are real-world problem solvers with advanced hands-on skills.

We need entrepreneurial thinkers who thrive in fast changing environments and have the desire to make an impact.

We are looking for people who are:

- Smart-thinking individuals who inspire and create positive change
- Team players who are able to build strong working relationships across disciplines and with both internal and external stakeholders
- Innovators - going beyond conventional boundaries
- Committed and have the belief to deliver against high expectations
- Hands-on innovators that are skilled in the practical delivery of technology
- People who go beyond the norm and have the desire to change the world

We are looking for the following technical skills, experience and capabilities:

- Proven track record of sales (> £1m/annum) in a business to business environment in one of the following industries: chemicals, textiles, industrial machinery, industrial automation
- Excellent relationship building and communication skills
- Experience in a technology start-up or other high-growth rate commercial environment
- Experience of working closely with R&D teams
- Customer management experience ideally in industrial machine sales
- Demonstrable industry network – textiles, printing, paper/packaging, industrial coating industries

Preferred qualifications:

2(i) honours degree from a recognised university

Skills and experience:

5 years Industrial experience in manufacturing, product development or research

Industries: chemicals, foodstuffs, textiles, paper/packaging, electronics

We offer a competitive salary and profit bonus including a benefits package of 24 days' annual leave, medical insurance and pension fund contributions.

So, if you like the idea of being different, living up to some key challenges and want to become the best, apply for this position!

Please send your application including a CV and covering letter to Penny Martin pmartin@alchemietechnology.com