



Technical Business Development Manager

SCHÜTZ Container Systems is currently looking to add a Technical Business Development Manager to our team in North Branch, New Jersey.

Since its foundation in 1991, SCHÜTZ Container Systems has developed the largest IBC production and service network in the world. Today, in our eleven U.S. production plants more than 1,500 employees are actively producing innovative and sustainable industrial packaging solutions and committed to improving and increasing our customer reach worldwide. SCHÜTZ thrives on a diverse company culture, is committed to inclusion, and is proud to be an equal opportunity employer.

The Technical Business Development Manager will lead and deliver results for key corporate initiatives. The candidate will be required to guide cross-functional teams that ensure strategic alignment and the delivery of assigned targets. The Technical Business Development Manager will identify qualified market targets, present a convincing value proposition, and secure approval to sample and test SCHÜTZ offerings consistent with business strategy and financial objectives. The successful candidate will have exceptional communication skills both internally and externally, be technically strong, and capable of navigating and interpreting P&L statements. They will provide timely and effective communication of the project's progress and resource needs. The chosen candidate will employ a leadership style that inspires teamwork, standardization, compliance and overall success in project results for the benefit of the customer and the company.

Duties:

- Will comply with all applicable Corporate Policies and procedures
- Will focus on the following initially – as they pertain to industrial packaging:
 - Fire Safety, NFPA 30 and UL Fire Standards
 - Electrostatics, conductivity in containers
 - UV Resistance
 - Chemical Resistance and compatibility with HDPE

- Light permeability and damage to filling products
- Permeation behavior and properties (EVOH)
- Food and Hygiene requirements
- Develops and ensures all deliverables are well understood by the core team
- Works with the team to appropriately challenge assumptions
- Organizes, executes and delivers high quality presentations to customers, team members, and management
- Serves as Primary point of contact for assigned projects and will interface with Customers, Technical, Sales, Customer Service, Manufacturing, Administrative and Corporate Management
- Facilitates cross-functional communication between Sales, R&D, Operations, Quality, and Regulatory organizations
- Leads project team meetings, develops and manages agenda, minutes, and follow up action items

Qualification Requirements:

- BS in Engineering or Science
- 5+ years of experience in business development with an international company
- Must have experience in technical project management – packaging experience is preferred
- Experience in global (national) market expansion projects is preferred
- Experience with MS Office is required
- Experience with SAP is required
- Frequent Domestic and International travel will be required

If you would like to work for an international operation that takes care of its staff and supports them in their own personal development, we are the right partner for you.

We welcome your application by email to: info1usa_northbranch@schuetz.net