Sales Account Manager Ballistics

Title:
Sales Account Manager Ballistics

Deadline:

Department:
EMEA Safety Sales Team

Category:
Marketing, Sales & Communication

Location:
Arnhem

At Teijin Aramid, we develop advanced materials that make a real difference in the world. Our aramid fibers are used in some of the most demanding applications, including ballistic protection solutions for military personnel, law enforcement officers and first responders.

To strengthen our EMEA Life Protection sales team, we are looking for an ambitious and commercially driven **Sales Account Manager**

About The role

In this international role, you will build strong customer relationships, develop strategic business opportunities and contribute to solutions that help protect lives every day.
You will report to the EMEA Sales Team Leader Safety and become part of a highly professional international team serving customers throughout Europe, the Middle East and Africa.

Your impact

As Sales Account Manager, you will be responsible for growing our ballistic protection business across your assigned territory. You understand complex customer environments, navigate long sales cycles and successfully manage international tender processes.
This role combines strategic account management, business development and technical-commercial expertise in a market where trust, reliability and long-term partnerships are key.

What you will do

- Drive profitable growth across the EMEA Ballistics & Defense market, owning commercial results and translating business strategy into clear short- and mid-term sales and account plans.
- Develop and manage strategic customer relationships across the ballistic value chain, from weavers and material converters to armor-system, vest, helmet, and vehicle-protection manufacturers, while actively identifying new business opportunities.
- Identify and develop strategic defense programs and projects at an early stage, building positions with key stakeholders and driving the specification and qualification of our aramid materials in new personal and vehicle protection solutions.
- Lead complex technical-commercial opportunities from development to closure, including international tenders, qualification programs, procurement processes, negotiations, and commercial agreements, working closely with Technology, Product Management and Marketing.
- Build and manage a disciplined opportunity and account pipeline, using CRM to drive clear next actions while monitoring customer requirements, competitor activities, technologies, and market developments, and representing Teijin Aramid at relevant industry events and exhibitions.

You are an energetic self-starter who combines commercial acumen with strong relationship-building skills. You enjoy operating in an international environment and are motivated by creating long-term value for customers.

We are particularly interested in candidates who have:

- A bachelor's or master's degree in business, Commercial Economics, Engineering or a related field
- A proven track record in international B2B sales and account management
- Experience within ballistic protection, defense, security, law enforcement, personal protective equipment (PPE) or related industries
- Experience managing tender-driven business environments

•Knowledge of textile conversion processes or technical materials is a strong advantage
•Excellent negotiation and stakeholder management skills
•Strong communication and presentation skills in English, Additional languages are a plus

A background that fits this role

Candidates with experience in the armed forces, defense organizations, law enforcement, security services or military procurement environments are strongly encouraged to apply. Your understanding of the market, customer needs and decision-making processes can be a significant advantage in this role.

Who you are

•Entrepreneurial and proactive
•Customer-focused and commercially driven
•A natural networker and relationship builder
•Comfortable working across different cultures and countries
•Able to influence stakeholders at various organizational levels
•Willing to travel approximately 60% throughout the EMEA region

Working at Teijin Aramid

This position is based in Arnhem, the Netherlands. We offer a hybrid working environment that combines flexibility with collaboration.

While working from home is fully supported, we believe personal interaction remains important. Therefore, we expect team members to be present at our Arnhem office approximately one to two days per week for team meetings, collaboration and knowledge sharing.

Because of the international scope of the role, candidates should be willing and able to live and work in the Netherlands or nearby.

Our offer

At Teijin Aramid, you work together with enthusiastic and committed colleagues. You enjoy a high degree of autonomy in organizing your work and become part of a driven and professional team. Teijin Aramid also offers:

•Attractive salary – This position falls within our collective labor agreement scale 12 (€ 5707 and € 9131 gross per month), depending on experience and education
•Almost 10 weeks of vacation per year – Yes, really! Four weeks are statutory; the remaining six weeks can be taken, paid out or save
•Excellent secondary benefits – 8.33% holiday allowance and a favorable pension scheme with a low personal contribution
•Personal development – Access to training and coaching programs to further develop yourself
•Allowances – €4.01 per day home working allowance and €0.23 per kilometer travel allowance
•Additional budgets – €1,500 gross Development Budget to invest in personal growth
•Flexibility – Flexible working hours and the possibility of hybrid working, aligned with the role

Information and application

For more information about the position, please contact Frans van Huizen, regional president, regional sales office EMEA, via +4915290006662

If you have questions about the recruitment process, please contact Gerwin Noij, Recruiter, via +31 6 47103629.

If we see a potential match, we will gladly invite you for an interview at short notice.

We look forward to receiving your application, including your CV and a short motivation letter, via the *Apply* button.

An assessment and the submission of a valid Certificate of Conduct (VOG) are part of the selection procedure.