Sales Account Manager (EMEA Life Protection).

Title:
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Deadline:

Department:
EMEA Safety Sales Team

Category:
Marketing, Sales & Communication

Location:
Arnhem

At Teijin Aramid, we believe innovation should make a meaningful difference. Every day, our advanced aramid solutions help protect people who work in some of the world's most demanding environments. From firefighters and emergency responders to industrial professionals exposed to heat and flame hazards, our materials contribute to safety when it matters most.

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

About the role

In this role, you will combine strategic account management, business development and customer intimacy to drive growth across the EMEA region.

This is more than a sales position. It is an opportunity to work with innovative technologies, build long-term partnerships and contribute to solutions that help keep people safe around the world.

Your impact

As Sales Account Manager, you will be responsible for expanding Teijin Aramid's presence within the Life Protection market across Europe, the Middle East and Africa. You will work closely with leading manufacturers, converters and industry partners to identify opportunities, create value and develop sustainable growth. By understanding market trends, customer challenges and emerging technologies, you will help shape the future of protective solutions.

What you will do

- Take full commercial ownership of the assigned EMEA territory, developing and executing sales strategies that deliver sustainable growth and achieve business objectives.
- Develop and manage strategic accounts across the value chain, building strong relationships with spinners, weavers, fabric and garment manufacturers, PPE producers, and relevant end-users.
- Identify and convert new business opportunities, including new customers, applications, and projects, into a high-quality opportunity pipeline and sustainable sales.
- Lead complex sales cycles, tenders, and commercial negotiations, developing strategic account plans, maintaining disciplined CRM management, and successfully closing agreements.
- Drive product specification and qualification, working closely with customers and internal Technical, Product Management, Marketing and Customer Service teams to develop new fabrics, applications, and protective solutions.
- Build strong market and customer insight, monitoring customer needs, market developments, and competitive activity, while representing Teijin Aramid at relevant industry events, exhibitions, and conferences.

What you bring

You are a commercially minded professional with a passion for building relationships and creating business opportunities. You feel comfortable operating in an international environment and enjoy working at the intersection of technology, innovation and customer value.

We would like to meet you if you have

- A bachelor's or master's degree in business, Commercial Economics, Engineering or a related discipline
- Several years of successful international B2B sales experience
- Experience within PPE, protective clothing, technical textiles, industrial safety or heat

and flame protection markets
•Experience with tender-driven business and complex stakeholder environments
•Knowledge of textile converting processes or technical materials is highly appreciated
•Strong communication, negotiation and presentation skills
•Professional proficiency in English; German and additional languages are considered an advantage

Who you are

•Entrepreneurial and proactive
•Results-oriented with a strong customer focus
•A natural networker who easily builds long-term partnerships
•Curious, resilient and driven by opportunities
•Comfortable working across cultures and countries
•Collaborative and experienced within international matrix organizations
•Guided by integrity and strong business ethics
•Willing to travel approximately 60% within 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 highly value personal interaction and teamwork. 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.
Given the international nature of this role, candidates should be willing and able to live and work in the Netherlands or the surrounding region.

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.