Business Development Manager for Infrastructure and Emerging Applications

Title:
Business Development Manager for Infrastructure and Emerging Applications

Deadline:

Department:
Marketing & Sales

Category:
Marketing, Sales & Communication

Location:
USA, Mexico or Brazil

Are you a commercially driven professional who thrives on turning market potential into real business? Do you enjoy building strong relationships, exploring new markets, and converting opportunities into long-term growth?
Then the role of **Business Development Manager** for Infrastructure and Emerging Applications in the US could be your next career step.

Your impact

As a **Business Development Manager**, you are responsible for generating and developing new business opportunities for the product line Twaron in the Americas, focusing on new developments in infrastructure, communication and new applications like drones, orbital shielding and radome protection. You report directly to the Product Line Director and proactively identify new markets and applications by engaging with downstream partners, turning value propositions developed by Market Managers into tangible opportunities. You build trust, create demand, and guide prospects through the early stages of the commercial process until they are ready to be handed over to regional Sales Account Managers.
You are part of the global product line team and work closely with Market Managers, Product Managers and Sales Account Managers to expand Teijin Aramid's market reach and accelerate long-term revenue growth.

What will you do?

•Build and maintain a robust pipeline of qualified opportunities
•Identify new business opportunities in new markets or applications
•Engage with downstream partners and end-users to create demand
•Evaluate opportunity size, value, feasibility, and timeline
•Participate in trade shows and industry events to expand networks and uncover opportunities
•Explore strategic partnerships across value chains
•Guide prospects through evaluation, sampling, and qualification stages
•Report opportunity status accurately and consistently in the CRM system
•Ensure smooth handover of closed opportunities to regional sales teams
•Follow up on Marketing Qualified Leads from market activation
•Represent Teijin Aramid in relevant industry forums and standardization committees

Who are we looking for?

You are experienced and have a network in **infrastructure, composites, paper, aerospace and transportation or other technologies based on lightweighting materials.**
And you are a proactive and outgoing business developer who enjoys creating new opportunities, building relationships, and driving growth in an international environment. You have an academic level of thinking and working (bachelor's or master's degree) in a commercial and/or technical discipline, and a minimum of 5 years of experience in business development or sales, with a proven track record of generating and converting new business opportunities in the above-mentioned value chains.
In addition, you bring:

•Strong commercial and communication skills
•Ability to translate customer needs into tangible business opportunities
•Analytical mindset and structured approach to opportunity evaluation
•Fluent English (Spanish and Portuguese a plus)
•International mindset and willingness to travel

You recognize yourself in the following:
•Outgoing and commercially minded
•Strong communicator with excellent interpersonal skills
•Entrepreneurial, self-driven and well organized
•Market-focused and results-oriented
•Culturally sensitive and comfortable working in international teams

What do we offer?

Location: USA, Mexico or Brazil
•A Strategic role within an innovative, global organization
•A high-impact position with direct influence on future market expansion
•Collaboration with international teams and senior stakeholders
•Opportunity to work with high-performance materials and solutions with global relevance

Information & Application

For more information, please contact David Carlson, David.carlson@teijinaramid.com.
For questions about the application process, contact Gerwin Noij, Recruiter, Gerwin.noij@teijinaramid.com.
Do we see a good match? Then we would be happy to invite you for an interview at short notice.
We kindly ask you to submit your application including CV and a short motivation via the ‘apply’ button.