

# Business Development Manager for Emergency Response Protective Apparel

**Title:**  
Business Development Manager for  
Emergency Response Protective  
Apparel

**Deadline:**

**Department:**  
Marketing & Sales

**Category:**  
Marketing, Sales & Communication

**Location:**  
USA

*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 Emergency Response protective apparel in the US could be your next career step.*

## **Your impact**

As a Business Development Manager (internally the name "Business Development Manager Teijin Conex Americas" is used), you are responsible for generating and developing new business opportunities for the Teijin Conex product line on a global scale, with a primary focus on protective apparel used in emergency response and public service applications. You report directly to the Product Line Director and proactively identify new business growth potential by engaging with downstream partners and fire service professionals, 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 We Are Looking For (Required Profile)**

You have experience and a professional network in the emergency response protective apparel industry.

You are a proactive and outgoing business developer who enjoys creating new opportunities, building relationships, and driving growth in an international environment.

You have a bachelor's degree with a concentration in a commercial and/or technical discipline required, master's degree preferred and a minimum of 5 years of experience in business development or sales, with a proven track record of generating and converting new opportunities in the relevant value chains.

## **Essential Qualifications (Required)**

- Strong commercial and communication skills
- Ability to translate customer needs into tangible business opportunities
- Analytical mindset and a structured approach to opportunity evaluation
- Proficiency in multiple languages preferred
- International mindset
- Outgoing and commercially minded
- Strong communicator with excellent interpersonal skills
- Entrepreneurial, self-driven, and well organized
- Customer-focused and results-oriented
- Comfortable working in international and cross-functional teams

## **What do we offer?**

**Location: USA**

- 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
- Flexible U.S. location — this role can be based at the Conyers office or performed remotely, depending on business needs.

### **Equal Employment Opportunity**

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities.

We evaluate all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability status, protected veteran status, or any other protected characteristic under U.S. law.

If you need assistance or accommodation during the application or interview process due to a disability, you may request support at any time via Gerwin Noij, Recruiter - Headquarters (Netherlands) at [Gerwin.noij@teijinaramid.com](mailto:Gerwin.noij@teijinaramid.com).

### **Information & Application**

For more information, please contact Dominique Adams (Product Line Director Teijin Conex) at [Dominique.adams@teijinaramid.com](mailto:Dominique.adams@teijinaramid.com).

For questions about the application process, contact Gerwin Noij, Recruiter, at [Gerwin.noij@teijinaramid.com](mailto: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 letter via the 'apply' button.