



Vacancy - Head of Commercial

This is an excellent opportunity for a commercially astute and customer focussed individual to lead the commercial strategy within a successful chemical manufacturing Company with over 50 years of chemical manufacturing heritage and an established reputation for excellence. Briar Chemicals is focused on providing the best contract manufacturing and site services to customers in the agrochemical, fine and specialty chemical industries. Based in Norwich, Norfolk, Briar Chemicals is a leading large scale chemical company delivering customers' needs utilising its broad asset and technology base underpinned by its quality driven project management.

Reporting to the Site Director, the appointee will be responsible for developing, leading and implementing an innovative, growth focussed commercial strategy for the business to identify commercial opportunities to grow revenue and market share. Member of the Senior Management Team engaged in the overall strategy and resource management plans, to deliver world class manufacturing capability to ensure the success of this Upper Tier COMAH site.

Responsibilities include:

- Understand the value drivers of the business and identify profitable commercial opportunities
- Develop and maintain an excellent understanding of key customers/target audience to ensure their needs are met, business retained and new customers acquired and to carry out reviews to develop future improvements
- Review existing products, services and undertake market research and analysis to produce business plans and recommendations
- Lead new product or service development from innovation to successful implementation
- Review and assess potential to develop strategic partnerships with sector specialists/key stakeholders
- Assess business risks of any new commercial opportunities
- Collate and analyse business data ensuring all commercial activities meet or improve key performance indicators
- Lead the introduction of new technologies across commercial areas of the business

Requirements

Candidates should be degree educated with a high level of knowledge within the chemical industry or related markets and an understanding of current legislation and compliance along with skills/experience gained within a similar position at a similar level.

Outstanding communication, expert negotiating, influencing and strong decision making skills alongside a results driven approach will be required to maximise the commercial performance of the Company. Previous experience of building effective customer relationships is required with demonstrable potential for people leadership.

Candidates should be numerate with strong analytical and problem solving ability and excellent project management skills.


Additional Information

To succeed in this role, candidates must be self-motivated and able to work under pressure in a high risk environment.

This is a full time role that requires flexibility in order to develop strong customer relationships and represent the Company at networking events, conferences and exhibitions to enhance and strengthen the Company profile and optimise all business development opportunities.

Closing date for applications: 28th February 2018

If interested in this exciting commercial leadership role within a highly regarded, privately owned and successful chemical manufacturing Company, please apply in writing to Human Resources, Briar Chemicals Ltd, Sweet Briar Road, Norwich NR6 5AP or email HR.Recruit@briarchemicals.com submitting a detailed CV and covering letter stating why you believe you are a suitable candidate.



Briar Chemicals Ltd is an equal opportunities employer and welcome applications from all suitably qualified persons regardless of their age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex or sexual orientation.