

Sales Representative, Europe - Job Description

Date: Oct 2022

Type of role: 12-month contractor with potential for extension

The Rebound Plastic Exchange (RPX) is a global, quality-assured platform for the trade of plastic feedstock for recycling, headquartered in the UAE. It allows buyers and sellers to efficiently trade plastic with trust and confidence, while increasing the efficiency of recycling plastic at scale. Ultimately, this also creates new economic opportunities for the communities involved in the collection, processing, and sale of recycled plastic feedstock, while helping to reduce the impact of plastic pollution.

Backed by IHC, a multi-sector conglomerate and the largest company listed on the Abu Dhabi Securities Exchange, RPX is led by a global leadership team with extensive experience across recycling, industry, corporate, logistics, legal, business acceleration and ESG sectors.

Job Description

As the Sales Representative for the RPX in the Europe region, primary responsibilities will include leading the development and execution of the regional business development and sales plan – with a clear focus on registering sellers and buyers and facilitating trades on the Exchange. Some support may also be required in accompanying certification visits with auditors/certifiers, attending industry events and engaging with key stakeholders as a representative of the Rebound Exchange in the region. The Sales Representative will be expected to provide on-ground market analysis, identify, and develop opportunities, and make recommendations to management.

As part of a dynamic and fast-growing international team, this position presents significant opportunities for growth in helping to shape a nascent industry that has both robust commercial potential and is related to addressing one of the world's foremost environmental challenges of mismanaged plastic waste. The ideal candidate will possess ambition to develop his/her career in an emerging field and the personal motivation based on a sense of purpose aligned to the mission of the company.

Specific Duties:

1. Recycled plastic market analysis:

A key priority for RPX following the launch of the Exchange in September is expanding the pool of sellers and buyers from key countries within the Europe region. One of the primary objectives for the Sales Representative is to support on-ground market analysis in selected countries and provide actionable recommendations to RPX as to the opportunities.

2. Develop and execute a regional business development plan

The Sales Representative will identify and develop commercial opportunities in the region for the RPX. He/She will effectively communicate and translate the value proposition of the Exchange to different stakeholders across different countries. Stakeholders will include prospective sellers, buyers, government agencies and influential local civil society groups.

3. Support certification visits

Working with Rebound management and the Head of Quality and Certification, to support regional activities of the panel of certifiers on behalf of the Exchange, as needed. The Sales Representative may be asked to participate in selected certification-related activities by accompanying representatives from certifiers during site visits to facilities of prospective sellers in the region.

Skills and Qualifications:

- At least 10-15 years' work experience, preferably with relevant experience in regional supply chain management, or sales and marketing experience in a related industry
- Experience in market research, sales and business development, client relationship management and stakeholder engagement
- MBA or master's degree in a relevant field is an advantage
- Fluency in English & at least one other European language; Additional language proficiency is an advantage
- Existing government or private sector network in a related industry is an advantage
- **Business development skills** to present RPX's value proposition to diverse stakeholders in the region, identifying and developing partnerships and effectively expanding RPX's footprint in the region through onboarding buyers and sellers to the platform
- **Project management skills** to ensure project planning processes run smoothly; includes the ability to work independently, handle multiple projects simultaneously, manage budgets, prioritise, document, and ensure agreed project outcomes are delivered
- **Effective communication skills**, including relationship management, cross-cultural sensitivity, presentation skills, active listening, the ability to collaborate well as part of a team, and to manage expectations of key internal and external stakeholders
- **Research and writing** to produce high quality proposals, presentations, and reports, including client analysis and recommendations, and to refine project outputs including business plans
- **Project management** to create clear project objectives, project timelines, maintain deadlines and meet key milestones throughout the project lifecycle
- **Technology savvy** hands-on experience with all Microsoft 365 applications and Google Office applications; familiarity with video conferencing platforms is a plus

To apply, please send your CV and covering letter to vliang@global-inst.com

The position is to be based in continental Europe in a business capital with easy access to key markets.

All information provided will be used for recruitment purposes only