

## BTG Job Posting

### Digital Solutions Specialist (EMEA)

#### GENERAL SUMMARY

The Digital Solutions Specialist EMEA will be responsible for profitable sales growth of the BTG Solutions portfolio by co-developing and executing sales strategies in the tissue industry. The Digital Solutions Specialist EMEA assists tissue makers in achieving sustainable gains in business performance through know-how and high impact integrated offerings including hardware, software, and services, with major focus on solutions for Digitalization.

#### RESPONSIBILITIES

- Arrange and coordinate customer sales meetings across all hierarchical levels up to the C-Suite, often times with stakeholders such as Account Managers and other support and channel partner representatives.
- Develop solution project proposals based on the performance data of customer processes, requirements, and resources.
- Support Tissue customers in the Digitalization journey by defining customer-specific roadmap.
- Support the distribution channels by identifying and pursuing new sales opportunities.
- Available to travel up to 70% of time in EMEA.
- Responsible for own personal safety, the safety of the team and those around you.
- Work in accordance with and enforce compliance with all BTG's policies (ex: Safety, Code of Conduct, Commercial Policy, Security Policy and Export Compliance) to maintain BTG's reputation and image.

#### ORGANIZATIONAL RESPONSIBILITY STATEMENT:

In addition to the job-specific responsibilities listed above, all employees are expected to support and model BTG's Code of Conduct and support BTG's Values: *Innovative, Reliable, Fair, Sustainable and Ambitious*. Employees will be held accountable for knowledge and effective application of these principles.

#### REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

- Ability to work from Home Office. Close to a larger European airport would be a plus.
- Strong knowledge of tissue processes, including auxiliary operations.
- Ability to develop, position and deliver value-based based opportunities within the tissue client base.
- Knowledge of APC and Digital Solutions for the Pulp & Paper industry.
- Analytical and solution-oriented thinking and acting.
- Excellent communication, interpersonal skills and multicultural understanding.
- Self-motivated person, able to work effectively both autonomously and within a team.
- Openness to work with multi-cultural team and customers.
- Business fluency in English, other European languages is a plus.

#### REQUIRED EDUCATION/EXPERIENCE:

- Bachelor's Degree in industry related Engineering. Chemical or Pulp and Paper is a plus.
- Minimum of 5 years' experience working in an operation or engineering company in the tissue industry.
- Experience working with automation or digital solutions including software is a strong plus.

#### RECRUITMENT PRIVACY NOTICE:

Please note, before applying to a BTG job posting or sending us your resume/CV, kindly refer to BTG's Recruitment Privacy Notice which is available on our website at <https://www.btg.com/en/company/corporate-responsibility/recruitment-privacy-notice/>

To apply, please send CV/resume to: [humanresources@btg.com](mailto:humanresources@btg.com)

We thank you for the interest in BTG; however only those candidates selected for an interview will be contacted.