

## Business Manager

**International Trade / Chemical raw materials & Additives  
Desk at HQ in Vienna and Home Office  
Career opportunity**

### **Company profile:**

**The competence and business of our privately owned and managed company is the world-wide import of chemical prime materials and -additives and their marketing in Europe, Middle East and North America.**

**Our most important customers are manufacturers of Adhesives, Coatings, Composites, Rubber, Lubricants, Paper and Polyurethanes.**

**Within the last fifteen years we have continually increased our work force from 15 to 80. Around our headquarters in Vienna/Austria we established a network of nine foreign offices/ subsidiaries in Europe and Asia, relying on our own resources, with excellent personnel.**

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### **Major tasks and responsibilities:**

- You/Your team are the "central platform" for the business with the industry clusters allocated to you.
- You are responsible for relations and business with our represented manufacturers world-wide and for expert guidance of your colleagues in Sales. You plan and agree sales targets and -actions together with both.
- You/Your team negotiate purchase conditions in day to day business and secure availability of products. You set the frame for sales prices and have P&L responsibility for your products.
- You follow carefully developments in volatile petrochemical market, prepare market reports for suppliers and guide your colleagues in sales with up-to-date information.
- Sales to selected key customers and suppliers are handled and visited by yourself; 25% travel activities.

### **You have / you are:**

- **Experience in business with chemical prime materials or specialities for industrial customers.**
- Ideas and ability to develop, organize and "manage" business cases, in a competitive and sometimes fast moving market.
- Experience or potential for leading a team.
- Communicative and sales-oriented, but also analytic and able to work with figures.
- Self-driven, well-organised and consistent, curious and ready to learn.
- Fluent English, additional other language welcome.

### **Our offer:**

The function leaves much freedom for own decisions and initiative, but also for success in teamwork; attractive remuneration fix and variable. Your "Chance to grow" in a organically growing group!

100 % discretion is granted. Please send your application with photo, references and salary expectations directly to our CEO:

**PROCHEMA Handelsgesellschaft m.b.H.**

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