

Being representatives of reputable chemical producers world-wide, the import and distribution of "Performance Chemicals" are our competence and business. Our multinational team – currently at eight locations in Europe and Asia – is bonded by the effort to constantly renew our top reputation at multinational and local clients in entire Europe. This teamwork is our most important key to success!

Our specialized sales services are required. Built on a healthy financial base, we continue to expand our sales organization and offer attractive positions at several European locations.

Share with us the fascination of our business!

COUNTRY MANAGER ITALY (m/f) **Chemical Intermediates & Specialties**

Career opportunity for establishing a local office/entity

Our customers are local and multinational manufacturers of Adhesives, Composites, Coatings, Resins, Paper, Polyurethanes, Rubber, etc.

Major tasks and personal development:

- Initially you will be responsible for driving sales, in addition to our existing sales manager. Starting from your home office, you enter into the dialogue with industry customers about our offer of chemical raw materials
- You follow "business development" by researching the market, learning demand and requirements of customers and introduce products in cooperation with our Product Management in Vienna
- You grow the business and turn your position into a "Business Unit Manager" role next and setup a small satellite office and employing an internal sales assistant
- Develop business and team further and become the director of a local subsidiary with responsibility for "own" import and distribution activities along with Sales Representation Agreements with manufacturers worldwide, partly independent from headquarters in Vienna/Austria
- It will also be your task to identify possible manufacturing partners in your region, who may be interested in strengthen their presence outside Italy with help of ProChema's European organization

You have/you are:

- **Experience in business with chemical prime materials or specialties for industrial uses is mandatory!**
- 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, consistent, curious and ready to learn
- Fluent English, additional other language welcome

Our offer:

- Attractive remuneration fix and variable, company car, laptop, mobile. The position leaves much freedom for own decisions and initiatives, but also for success in teamwork
- Your "chance to grow" in an organically growing group with an open-minded company atmosphere!

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

Katharina Reisacher, recruitment@prochema.com

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