

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!

SALES AREA MANAGER (m/f) GERMANY

Industry customers / Chemical raw- and intermediate products / Home office

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

Your tasks and responsibilities:

- In the business with volatile, chemical raw materials you are in dialogue with your customers and consult them on the respective global market and procurement situation
- You know the needs of your customers and continuously expand your/our share of supply
- You drive the "business development" by winning new customers and introducing new products in collaboration with our "New-Products-Team"
- In daily business, you cooperate with and receive support from your internal partners in Product Management and Inside Sales

You have/you are:

- Talent and pleasure to attract and convince people as well as to develop long-term relationships
- Self-motivation and persistence to constantly expand your own knowledge and "to go the extra mile" in a challenging business
- At least 3 years of experience in sales and business development to industrial clients; knowledge in the "chemical business" is an advantage, but not condition
- University degree or equivalent experience in a challenging sales position
- Willingness to travel (approx. 60%) as well as fluent English

Our offer:

- Attractive remuneration, depending on experience and qualification, lucrative bonus-system!
- A responsible position with potential for development
- Open-minded atmosphere within a multinational team
- Home office, laptop, company car also for private use
- Your place of residence and knowledge will be taken into consideration, in defining "your" geographic region, whenever possible
- Prochema is the "right" company for you, if you are looking for personal responsibility, a connected international team and the chance to "move things forward"!

We are looking forward to you! 100% discretion is granted.

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