

PROCHEMA

WE ARE PREPARING FOR THE FUTURE – LET’S BUILD IT TOGETHER!

We build on our sales network! Our customers are manufacturers of Adhesives, Coatings, Construction Chemicals, Resins, Lubricants, Paper, Polyurethanes, Rubber and others throughout Europe.

BUSINESS LINE MANAGER (m/f)

International Trade & Distribution / Performance Chemicals

Your tasks and responsibilities

- Managing and expanding the business in your assigned customer branches in Europe
- Extending our product range by Sales Representation Agreements with new manufacturing partners
- Leading a product management team with P&L responsibility; following carefully the volatile petrochemical market
- Instructing and guiding the decentralized sales units; proactively initiating sales activities, market researches and new product launches
- Relationship management of our represented manufacturers world-wide; periodic market reports for suppliers
- Taking care for the appropriate purchase conditions in day to day business and securing availability of products
- Direct Account Management of key customers and suppliers; 20-30% travel activities

Your profile

- A “Sales-man/woman” with leadership- and organizational skills
- Experience in business with chemical prime materials or specialties for industrial customers
- Ability to develop, organize and manage business and your team in a competitive market
- Fluent Business English; German is not conditional, any further European language is an asset

Our offer

- Attractive Remuneration fix and variable, depending on experience; considerably above the Austrian trading collective bargaining agreement
- Workplace in Vienna; candidates, who are not willing to move to Vienna, but are experienced in the chemical business, are welcome to talk about positions in their regions!
- Company car, fringe benefits, infrastructure of the Business Park Vienna with near shops & restaurants
- A responsible position with career perspectives in a multicultural and open-minded working atmosphere within an expanding, financially sound company!

Who we are

Import and distribution of selected Chemical materials for customer industries throughout Europe is competence and business of our privately owned group. We are growing on our own. Our multinational team – currently situated in fourteen locations in Europe and Asia – is bonded by the effort to belong to the “best rated” sales organizations of our multinational and local clients. Built on a healthy financial basis, we continue to expand our personnel organization and offer attractive positions at several European sites.

We are looking forward to get to know you!

100% discretion is granted. Please send your full application to:

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