

PROCHEMA

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.

COUNTRY MANAGER ITALY (m/f)

Chemical Intermediates & Specialties

Career opportunity for establishing a local office/entity

Your tasks and personal development

- Initially you will be responsible for driving sales. 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

Your profile

- **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!

We are looking forward to get to know you!

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

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