

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.

SALES / MARKET SEGMENT MANAGER (m/f)

Chemical Intermediates & Specialties / Sales Region AT/CH/DE

Home Office or HQ Vienna

Your tasks and responsibilities

- In the business with volatile, chemical intermediates you exchange with your customers on the global market and procurement situation; for functional products you sell the technical properties
- 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 and guide, but also receive support from your internal partners in Product Management and Inside Sales. Your internal reports are up to date and highly appreciated!

Your profile

- **Experience in business with chemical raw materials or specialties for industrial customers is mandatory**
- “Sales-man/woman” with the format to represent our company at every negotiation level
- Self-driven and persistent: you constantly expand your market knowledge, like to go the extra mile and you are interested to become an expert in your business
- Communicative, but also analytic, able to work with figures and organize your activities
- Willingness to travel (approx. 60%)
- Fluent English

We are looking forward to get to know you!

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

Katharina Reisacher
recruitment@prochema.com

PROCHEMA GmbH
Twin Towers A02, Wienerbergstraße 11,
1100 Vienna, Austria
Phone: +43 1 605 60,
www.prochema.com

Our offer

- Attractive remuneration fix and variable, company car, laptop, mobile and working from home office
- A save and responsible sales position on a demanding level with potential for development
- Your place of residence and your market knowledge will be taken into consideration, when defining your geographic region and customer industries
- ProChema is the right company for you, if you are looking for an open-minded atmosphere, a closely connected multinational team and the chance to move things forward!

