

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 European locations.

SALES / MARKET SEGMENT MANAGER (m/f/d) **Chemical Intermediates & Specialties / Sales Region AT/CH/DE/BNL** **Home Office in the region or HQ Vienna**

Your Tasks and Area of Responsibility

- In the business with volatile, chemical intermediates you exchange with your customers on the global market and supply 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 & Talents

You are looking for a chance to grow in international business and to work with a company where performance, initiatives, teamwork as well as loyalty is rewarded!

- "Sales-man/woman" with the format to represent our company at every negotiation level. You find the right words in friendly, but sometimes also tough negotiations with customers. You establish trustful relations.
- You have a commercial or technical education and have been working 3+ years in B2B sales, ideally in a wholesale company
- You are able to learn and use CRM systems and to understand figures and statistics.
- You are flexible but also able to organize your diverse „challenges“ well.
- You enjoy taking over responsibility, you have a hands-on personality and willingness to travel (approx. 50%)
- Fluent English and local language

Our Offer

- Attractive remuneration fix and variable, company car, laptop, mobile and further training
- A safe 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/or 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!

We are looking forward to get to know you!

100% discretion is granted.

The recruiting process is actively supported by our consultant *ubsconsulting*. Please send your application with CV and your salary expectations under 1421 to Mag. Reinhard Hager austria@ubsconsulting.eu

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