

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.

TRADER (m/f/d)

Chemical raw materials for international industry customers
Home Office or HQ Vienna

Your business and area of responsibility

- P&L responsibility for trade with volatile petrochemical niche commodities
- Managing of supplier relations world-wide
- Own sales activities / negotiations with main (multinational) customers in Europe
- Regional sales of your products is provided by your colleagues in Area Sales Management in every European region and by our Inside Sales Team in Vienna
- Existing supplier and customer relations to be maintained and further developed
- Expansion of business by enlargement of product portfolio but also of sales territory outside Europe
- A professional Logistic Team for order processing is available

Your profile & talents

- **Experience in international trading with volatile raw materials, preferably with chemicals**
- A “Sales-man/woman” with the format to represent our company versus demanding business partners
- Negotiation, leadership and organizational skills
- Self-driven and motivated to analyze, organize and expand a complex international business
- Fluent Business English; German is not conditional, any further European language is an asset

Our offer

- Attractive remuneration fix and variable; social benefits
- Workplace in Vienna or in your Home Office; an office with “your direct” local employees in your region is an option and would be supported at a later date, as business requires
- A safe place to work, with the opportunity to create a significant position in an organically growing group with excellent reputation, financial strength, a future oriented strategy and an open-minded atmosphere in a multicultural team

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 1521 to Mag. Reinhard Hager austria@ubsconsulting.eu

PROCHEMA GmbH

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