

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.

PRODUCT & INDUSTRY MANAGER (m/f/d) being fluent in GERMAN and ENGLISH / Location: HQ Vienna

Your Business and Area of Responsibility

- **Product Management within our group stands for "central business platform" of the business with allocated performance chemicals for entire Europe.**
- Responsibility for Product Management of selected products, along with the business in some customers' branches in several European markets.
- Responsibility for relations and business with our represented manufacturers world-wide and for expert guidance of your colleagues in Sales. Planning and agreement of sales targets and –actions.
- P&L responsibility for your business. Negotiation of purchase conditions in daily business and securing availability of products. Setting the frame for sales prices.
- Observation of developments in volatile petrochemical market, preparation of market reports for suppliers and guidance of your colleagues in Sales with up-to-date information.
- Occasional travel activities to suppliers and selected key customers.

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!

- You are communicative and business-oriented. You find the right words in friendly, but sometimes also tough negotiations with suppliers. 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.

We are looking forward to get to know you!

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

Eva Regner-Poor
recruitment@prochema.com

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Our Offer

- Salary indication considerably above the Austrian Trade collective agreement, depending on qualification and experience. Attractive Bonus-System!
- A responsible position in a multicultural open working atmosphere.
- The chance to grow on the job as well as in trainings and external seminars.
- Expanding, financially sound international company.
- Benefits (mineral water, fruit basket, coffee and the infrastructure of MyHive Wienerberg with shops and restaurants nearby).

