

Import and distribution of 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 fifteen locations in Europe and Asia – belongs to the best performing sales organizations of our multinational and local clients. Having a healthy financial basis, we continue to expand our personnel organization and offer attractive positions at several European sites.

PRODUCT MANAGER (m/f/d)

Marketing & Import of Chemical Raw Materials

Company Language: English / Location: Headquarters Vienna

Your Business and Area of Responsibility

- **Product Management within our group stands for “central business platform” of the business with allocated performance chemicals in entire Europe.**
- Responding inquiries and providing offers to customer markets through your colleagues in Sales. Planning of sales targets and actions. Setting the frame for sales prices. Managing relations with our represented manufacturers world-wide. Negotiation of purchase conditions in daily business and securing availability of products. Own sales activities with selected customers.
- Mutual P&L responsibility within your team for your product range.
- Observation of volatile petrochemical markets, 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 in a company where performance, initiatives, teamwork as well as loyalty are rewarded!

- You are communicative and business-oriented. You find the right words in friendly, but sometimes also tough negotiations with suppliers and customers. You establish trustful relations.
- You have a commercial or technical education and have been working 2+ years in B2B sales, ideally in wholesale of chemicals.
- You are able to learn how to use CRM systems and you understand figures and statistics.
- You are flexible but also able to organize your diverse challenges well.
- You have a hands-on personality and enjoy taking over responsibility.

We are looking forward to get to know you!

100% discretion is granted.

Please send your application with CV and your salary expectations to recruitment@prochema.com

PROCHEMA GmbH

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Our Offer

- Target gross annual salary incl. bonus starting from EUR 58.000 - overpayment is possible, depending on qualifications and experience.
- A responsible position in a multicultural open working atmosphere.
- The chance to grow on the job as well as in trainings and external seminars.
- A secure employment in a financially sound international company.
- Company phone and laptop.

