

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 fifteen 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!**

- Experience in international trading with volatile chemical raw materials or specialties for industrial customers is mandatory
- "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 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. 60%)
- Fluent English and local language

### **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](mailto:recruitment@prochema.com)

### **PROCHEMA GmbH**

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### **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!

