

Our business is the worldwide import of chemical raw materials and their qualified marketing to industrial customers. As a family business with a strong financial base, we think long term. We are growing continuously and on our own. Our multinational team - currently situated in seventeen locations in Europe and Asia - belongs to the "best rated" sales organizations of our multinational and local clients. We continue to expand our personnel organization and offer attractive positions at several European sites.

## COUNTRY MANAGER TÜRKIYE

**International Trade of Chemicals / Company Language: English**

**Our customers are manufacturers of Adhesives, Binders, Composites, Coatings, Lubricants, Synthetic Resins, Polymers, Polyurethanes, Rubber, etc.**

**Career opportunity for managing a local entity**

### Your Business and Area of Responsibility

- Responsibility for driving sales in Türkiye. Starting in first stage parallel with two managers who are located in Vienna, you will successively take over the full responsibility of our operations in Türkiye. Supported by our Inside Sales Team and Product Management, you enter into the dialogue with existing customers.
- "Business development" by researching the market, learning demand and requirements of customers, competitive situation and introducing new products in cooperation with our Product Management in Vienna.
- Expanding company's customer base and building sustainable market shares.
- Getting the "big picture" also by analyzing trade statistics and deliver reports, which convince our manufacturing partners to provide the needed quantities at the "right" prices.
- **Building up and being responsible for a local "Profit Center" and team, with trade activities also independent from HQ , this is your opportunity to grow in the future!**

**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!**

### Your Profile & Talents

- Experience in business with chemical prime materials or specialties for industrial uses is mandatory!
- Ability to develop, organize and "manage" business cases, in a competitive and sometimes fast moving market.
- Dedication for "exceeding customer`s expectations".
- Communicative and sales-oriented, but also analytic and able to work with figures. Ability to communicate, to present and to convince at all levels of organizations.
- Self-driven, persistent, curious and ready to learn.
- Fluent English, additional other languages welcome

### We look forward to meet you!

100% discretion is granted. Please send your application with photo, references and salary expectations to:  
recruitment@prochema.com

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### Our Offer

- Attractive remuneration fix and variable, company car, laptop, mobile.
- The position leaves much freedom for own decisions and initiatives, but also for success in teamwork.
- Your "chance to grow" in an organically growing group with an open-minded company atmosphere!
- A secure employment in a financially sound international company.

