

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 seventeen locations in Europe and Asia - belongs to the "best rated" sales organizations of our multinational and local clients. With having a healthy financial basis, we continue to expand our personnel organization and offer attractive positions at several European sites.

## JUNIOR SALES MANAGER SPAIN (m/f/d)

Chemical Intermediates & Specialties / Sales Region Spain

Company Language: English / Workplace: Barcelona

### Your Business and Area of Responsibility

- Our customers are local and multinational manufacturers of Adhesives, Composites, Coatings, Resins, Paper, Polyurethanes, Rubber, etc.
- You report to our local Country Manager and will be responsible for important customer industries in entire Spain.
- You follow "business development" by researching the market, learning demand and requirements of customers and introduce products in cooperation with our Product Management in Vienna.
- You know the needs of your customers and continuously expand your/our share of supply.
- You build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- You continually develop knowledge of the business climate, applications and competition for your defined geography and accounts.
- In daily business you 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 in a company where performance, initiatives, teamwork as well as loyalty are rewarded!**

- Experience in business with chemical prime materials or specialties for industrial uses is mandatory!
- Ideas and ability to develop, organize and "manage" business cases, in a competitive and sometimes fast moving market.
- Dedication to providing great customer service.
- Communicative and sales-oriented, but also analytic and able to work with figures.
- "Sales-man/woman" who can 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.
- Willingness to travel (approx. 60%).
- Self-driven, consistent, curious and ready to learn.
- Business fluent Spanish and English, additional other language skills welcomed.

**We are looking forward to get to know you!**

100% discretion is granted.

Please send your application documents in English incl. photo, references and salary expectations to:  
[recruitment@prochema.com](mailto:recruitment@prochema.com)

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### Our Offer

- Attractive remuneration fix and variable, laptop, mobile, company car. 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.

