

# PROCHEMA

Our business is the worldwide import of chemical raw materials and their qualified marketing to industrial customers throughout Europe and NA. Our claim is to be among the best sales organizations in our business segments. In course of an expansion program we tripled our turnover to EUR 270m within last three years and expanded our multinational team at currently sixteen offices in Europe and Asia. The demand for our services is still growing. As a family business with strong financial base, we think long term. To establish the company management for the future, we are looking for an entrepreneurial

## MANAGING DIRECTOR (m/f/x)

### International Trade in Chemical Raw Materials / Head Office Vienna

#### Corporate Goals & Your Area of Responsibility

- In close cooperation the owner and present CEO will transfer the operational management successively.
- Increasing market share and competitiveness, accompanied by strengthening the personnel structure in Vienna and establishing additional branches outside Europe, is priority target for next years.
- You will set your focus in the first stage on consolidation of relations with our represented producers ("principals") and on new supplier relations. This is connected with the lead of our three "Business lines", respectively their managers, with work flow cross-divisional of product management, centralized KAM and the logistics unit.
- Together with the management team you will shape the company's further development, based on careful analyses and researches. A two-person team, with defined areas of responsibility, is intended to represent the top management of the group for the future.

#### Your Profile

- You have been successful for several years in a strategic management position as head of a business unit or as managing director of a medium-sized trading company.
- **Experience in international trade & distribution of raw materials is a basic condition, with chemical raw materials is an advantage.**
- You have fantasy for new business constructions and the ability to develop pioneering concepts in international distribution.
- As a sales person, you are fascinated by business. Your negotiating skills make you the "top seller" of our services to the represented chemical producers worldwide as well as to international customers.
- You listen but one can also learn from you. You have strong leadership skills and have successfully managed qualified sales staff directly.
- You have an awareness of cost-benefit assessment and rational, smooth-running processes. You have a pragmatic judgement for improvements and you manage to implement what is feasible.
- Your English is fluent, other language skills are an advantage.
- You use modern IT tools.

#### What we offer you

- An equally exciting and challenging leadership role with great personal and professional prospects.
- Opportunity to build on the success and the experience of an organically grown group with best reputation and a sound financial basis.
- Attractive remuneration with lucrative bonus system, company car and other benefits.
- Multicultural, open company culture.

#### We look forward to getting to know you!

100% discretion is guaranteed. Please send your detailed application directly to our CEO

#### Werner Figlhuber

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A confidential pre-information can be offered by our consultant Ing. Reinhard Hager [rhager@ubsconsulting.eu](mailto:rhager@ubsconsulting.eu)

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