

**WE ARE MOVED BY CHEMISTRY & PREPARING FOR THE FUTURE – LET’S BUILD IT TOGETHER!**

Import and distribution of chemical materials for customer industries throughout Europe is the competence of our privately owned group. Our multinational team - currently situated in fifteen locations across Europe and Asia - belongs to the best performing sales organizations in the region. Having a healthy & sound financial basis, we continue to expand our organization and offer attractive positions at several European sites.

## **BUSINESS LINE MANAGER (m/f/d)**

**International Trade & Distribution / Performance Chemicals**

### **Your Business and Area of Responsibility**

- Managing and expanding the business in your assigned customer branches in Europe
- Leading a Product Management and Sales Team (5-10 team members) with P&L responsibility; following carefully the volatile petrochemical market.
- Extending our product range by Sales Representation Agreements with new manufacturing partners
- Instructing and guiding the decentralized sales units as well as their team members; proactively initiating sales activities, market researches and new product launches.
- Relationship management of our represented manufacturers world-wide; periodic market reports for suppliers and internal use.
- Taking care for the appropriate purchase conditions in day to day business and securing availability of products.

### **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 5+ years in B2B sales, ideally in wholesale chemical prime materials or specialties for industrial customers.
- Ability to develop, organize and manage business and your team in a competitive market.
- You have a hands-on personality and enjoy taking over responsibility.
- Flexible working location with scheduled office times in Vienna.

**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**

- Target gross annual salary excl. bonus starting from EUR 69.000 - overpayment is possible, depending on qualifications and experience.
- A responsible position & the chance to grow on the job in a multicultural open working atmosphere.
- Fringe benefits, modern infrastructure of MyHive am Wienerberg with restaurants & shops nearby.
- A secure employment in a financially sound international company.

