

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.

ACCOUNT MANAGER IBERIA (m/f/d)

Chemical Intermediates & Specialties / Sales Region Spain & Portugal

You are fluent in Spanish, English & Portuguese / Joint office Barcelona or Home Office

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.

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!

- **At least two years of experience in business with chemical prime materials or specialties for industrial uses is necessary.**
- Ideas and ability to develop, organize and manage business cases, in a competitive and often fast moving market.
- Dedication to providing great customer service.
- Communicative and sales-oriented, but also analytic and able to work with figures.
- You are a committed sales person! You are able to represent our company at every negotiation level and establish trustful relations. Further you always find the right words even in tough negotiations.
- Already living in the Barcelona Area but willingness to travel (about 60%).
- Self-driven, consistent, curious and ready to learn.
- Business fluent in Spanish, English and Portuguese. Catalan is a welcomed addition to your language skills.

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

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Our Offer

- Attractive fixed remuneration and bonus, notebook, 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.

