

JOB DESCRIPTION

AREA SALES MANAGER DACH POTASSIUM DERIVATES (W/M/D)

THE COMPANY

- Our customer is a leading European manufacturer of chlor-alkali products and PVC resins. With a network of production sites in five countries and over 1.275 employees, the company generated sales of nearly 2 billion € in 2022.
- Headquartered in Belgium the production network encompasses six sites located in key European markets. The company is a major supplier with an extensive chemicals portfolio and multiple logistics solutions to serve their customers. They are market leader in Potassium derivatives market.
- Position can be located everywhere in Germany, ideal in the center of Germany. The role can be carried out from home office.

POSITION/TASKS/RESPONSIBILITY

POSITION

- The position reports into the VP of the business line, who reports to the Management Board.
- The salary corresponds to the high requirements of the position and includes a fixed component and a bonus as well as a bunch of interesting benefits e.g. company car, 30 days vacation plus 7 extra days, pension scheme, company bicycle, home office equipment...
- You can expect a varied and challenging role in an exciting and international environment.

TASKS/RESPONSIBILITY

As an Area Sales Manager, you are in charge of selling the approved and assigned budget of the defined product range (commodities as well as specialties) at the best possible profit and according to the pricing policy of the company in compliance with Competition Law and company Policy. Further aspects of the role are:

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- Promotion of the brand and values to convince customers, that the company is the supplier of choice.
 - Assessment and understanding the market needs and build compelling value propositions for customers.
 - Ensuring realization of sales targets for the assigned accounts (and distributors) in the respective area of responsibility.
 - Establishing and building multi-level relationships with key decision makers and buyers.
 - Negotiation of annual contracts according to the so-called contracting rule book.
 - Providing insights regarding quantitative and qualitative developments at customers to the business team.
 - Delivering accurate sales forecasts using agreed tools.
 - Identification of new business development opportunities.
 - Acting as central point of contact for the customers in the portfolio and coordinating their requests for information/support from the internal functions.
 - Execution of the job, respecting the rules and guidelines concerning SHE and ISO certificates (ISO 50001, ISO 9001, ISO 14001,...).

IDEAL CANDIDATE

- speaks business fluent German and very good English,
- holds a degree in chemistry, chemical engineering, business administration or comparable course of study. More important is the relevant experience on the job.
- ideally has the following characteristics:
 - o confident and convincing demeanor,
 - o strong communication and presentation skills
 - o Good organizational skills
 - o Strong results and customer orientation
 - o Equipped with a high degree of independence,
 - o Willingness to travel regularly (travel share is approx. 40 %).

- o Very good self-motivation

IDEAL EXPERIENCE

- has at least 3-5 years of sound experience in a comparable environment appropriate for this position,
- ideal is know-how and experience in commodities as well as specialty chemicals.