

Sales Manager (m/f) Basic Polymers

ID 400108

The Company

Our customer is a uniquely positioned vertically integrated gas processing and petrochemicals company that owns and operates Russia's largest gas processing business and is a leader in the Russian petrochemicals industry.

Our customer operates 26 production sites located all over Russia, has over 1,500 large customers engaged in the energy, chemical, fast moving consumer goods (FMCG), automotive, construction and other industries. The company ships petrochemical products to 60 countries.

We are looking for a `Sales Manager (m/f) in Basic polymers Business Unit` in Spain.



Duties

- Identify of market/price/material developments, new prospects and trends in the market as well as in the Sub-Segment;
- Development and implementation of customer short-/mid- and long-term strategies to gain new business;
- Contract and price negotiations with all customers in the region;
- Manage of credit performance of the responsible customer portfolio;
- Manage all operation areas: contract, logistic, production planning, customer service and credit;
- Achieving of the sales budgeted volume, margin for PP, HDPE and LL-/LDPE businesses;
- Maintaining current and finding new sales opportunities and clients;

Our requirements

- Technical or economical degree (Master);
- Successful experience in direct sales of petrochemical products. At least 3 years of experience of managing relations with key clients;
- Previous experience in Polymer industry is preferred;
- Strong capability for customer relationship building and proven vocation to develop new markets, customers and products with extensive international experiences;
- Expert knowledge in pricing and logistics, key market drivers;
- Excellent negotiation and communication skills;
- Native Spanish speaker, fluent English

What we offer

- Competitive compensation and bonus system
- Individual career development
- Favourable work and social conditions

Become part of a successful company and apply now via ChemRecs for this position!

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Please submit your application documents, including your availability and salary, by e-mail to jobs@chemrecs.de. We are looking forward to meeting you soon and would be pleased to clarify your first questions by phone on +49 (0) 821 45034861

Your contact: Marylin George

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