

Sales Manager (m/f) Synthetic Rubbers Business Unit

ID 100178

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) Synthetic Rubbers Business Unit` in Vienna or Home Office.



Duties

- Customer acquisition;
- Creating strong relationships with customers & distributors;
- Creating commercial offer with deep understanding of clients' needs;
- Analysis of the market and reporting to product manager;
- Negotiation and managing customer contracts;
- Supply chain management (product flow, planning of factory stocks and production);
- Planning of working capital (stocks, production, payments);
- Claim management;
- Support product development process.

Our requirements

- Technical or economical degree (Master);
- Minimum of 5 years multi-functional experience within Sales;
- Experience in Elastomers global sales and profound market expertise (upstream and downstream);

- Expertise in cross border trading, supply chain and value creation;
- 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;
- Fluent English.

What we offer

- Competitive compensation and social benefits packages
- Individual career development
- Personalized training programs
- Company health program

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

ChemRecs is specialized in the recruitment of specialists and executives in the chemical, pharmaceutical and processing industries. Our continued growth underscores our competitive edge over traditional recruiters.

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) 176 43503107

Your contact: Eleonora Miccono

Please visit our homepage: <https://www.chemrecs.de/>.

Follow us on XING and LinkedIn:

