

Sales Manager **For the plastics and rubber industry**

Who are we?

HSH-Chemie Kft. is a Hungarian subsidiary of a German distributor group that distributes special chemicals and basic chemicals to the paint, plastic, rubber, cosmetic, food, pharmaceutical and household industries.

Your responsibilities:

- Generate new sales opportunities and negotiate contracts
- Closely interact with suppliers, customers and internally, with our Sales and Support Teams
- Maintain dynamic relations and communication with customers and key suppliers
- Manage supplier portfolios and understand market needs
- Set budget targets and update turnover projections within our industrial focus groups
- Identify emerging markets and potential customers
- Monitor business turnovers and activities and perform market analysis
- Develop and manage your profound knowledge of products, markets and recent developments in the field

Your profile:

- University or college degree (advantage: chemist, chemical engineer, economist) or
- Min. 3 years' experience in a commercial environment of chemical industry or
- Profound knowledge as Sales Manager in the field of Plastics & Rubber
- A high level of sales expertise, a self-assured and respectable appearance at the customer as well as a high degree of service orientation
- Strong commercial negotiation and excellent verbal and written communication skills
- Flexibility to travel
- Fluently in English (spoken and written); additional European language skills beneficiary

What we offer

- Long-term, secure, stable corporate background
- Healthy work-life balance
- Youthful, dynamic, family-friendly corporate culture
- High-quality base salary, performance-rate premium
- Diverse job role
- Opportunities for professional development
- Trainings abroad
- Cohesive, motivated team.

Position Technical salesperson

Have we caught your interest?

Then send us your CV in Hungarian and English or LinkedIn profile.

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