

# Novasol Chemicals

Distribution. Worldwide, just right.

NOVASOL NORTH AMERICA Inc.  
720 South Service Road Unit 2  
Stoney Creek, ON, L8E 5S7  
Canada

## **Subject: SALES MANAGER RESINS & COATINGS NORTH AMERICA**

The **NOVASOL CHEMICALS Group** is a 100% independent company, ranked in the ICIS Top Best 100 chemical distributors. We are selling in 24 countries in Europe via 9 commercial offices located in 9 European countries, in China & in Canada.

Due to the extension of our activities in North-America, we are looking for an experienced and dynamic **Sales Manager for the development of our Resins & Coatings Business Unit** (Material Science Division).

## **Your role:**

- Be the sales contact to all Resins & Coatings customers & prospects: visit existing customers and acquire new customers
- Implementing an effective sales pipeline and lead tracking process
- Adopt a sales strategy that supports business in changing market conditions and creates new business opportunities
- Serve as liaison between the customer and various departments
- Define innovative projects based on customer needs, leading the projects
- Competitor market analysis
- Solicit sales of new or additional services to existing accounts
- Provide pricing and delivery information, process orders, and prepare cash reports
- Set up new accounts, maintains records, prepare reports and perform work processing assignments and related clerical duties
- Close interactions with Product managers, Supply Chain & Finance department,
- Take the lead in customer complaints
- Be aware of and sell in compliance with the North American regulations
- Manage designated Key Accounts in close relationship with dedicated Product Manager
- Monthly reporting to the Sales Director (KPI's) based on Budget & new Business Development
- Share market & customer information within the Novasol group
- Presence on international chemical Fairs & Conferences

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## Your profile:

- Experience (3 – 5 years) in Resins & Coatings domain
- Active network in USA
- Knowledge of the chemical distribution business is an asset
- Chemical education or background is an asset
- Team player, problem solver, pro-active and self-starter, analytical, flexible and disciplined, highly motivated
- Familiar with CRM system (Oracle NetSuite)
- Fluent in English (all other languages are an asset)

## Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- International oriented business relations
- Home office, travelling & yearly visit to our HQ in Brussels, Belgium
- Attractive salary & fringe benefits package

If you are interested, please apply at [hr@novasolchemicals.com](mailto:hr@novasolchemicals.com).

## Novasol Chemicals Group