



PRODUCT MANAGER - GERMANY

The **NOVASOL CHEMICALS Group** is a 100% independent company, ranked in the ICIS Top Best 100 chemical distributors. The company, headquartered in Brussels, is active in Asia, Europe and North America with local teams in 20 countries.

For the development of our Material Science product portfolio and the sales in Germany, we are hiring an experienced and dynamic person **Product Manager in Germany**.

Your role:

The main duties are

- You are part of the Material Science Division, divided in 2 Business Units: Resins & Coating and Industrial Applications. Products will be allocated according to knowledge and experience.
- Manage the defined product portfolio with full Profit & Loss (P&L) responsibility
- Propose a risk-based product strategy in accordance with the Business Unit Manager
- Understand products, understand supply market, understand supply sources, understand customers' demands
- Select supply sources and build solid relationships with key product suppliers for your products
- Negotiate purchase prices, determine sales prices, understand and proactively manage the market dynamics
- Manage supply and demand in a proper way; manage stocks to the lowest possible working capital position
- Issue new product ideas/applications to the market after benchmarking and market analysis
- Close interactions with Supply Chain, Quality & Finance departments to improve efficiency & quality and to reduce costs
- Buy and sell in compliance with REACH & other applicable legislations
- Inform the Sales Team on prices, market tendencies, strategies, product applications
- Assist the Sales Managers with technical knowledge, visits to customers R&D department, customer audits, product complaints.
- Monthly reporting to the BU Manager/General management (KPI's)
- Presence on international chemical fairs & conferences



Your profile:

- Chemical education or background (Ba(sc)/Msc education level) in relevant area (economics/chemicals)
- Experience in chemical distribution business (5 – 10 years) is a must
- Experience on Material Science or CASE or Resins & Coatings or Water treatment or Industrial Applications
- Previous experience bringing products to market on ambitious deadlines
- Familiar with ERP systems (Oracle Netsuite)
- Team player, problem solver, pro-active and independent worker, analytical, flexible and disciplined
- Mother tongue: German. Fluent in English (other languages is an asset)

Our offer:

- Dynamic, cosmopolitan working environment
- International oriented business relations
- Frequent travelling in EU and overseas
- Attractive salary & fringe benefits package
- Company car
- A great place to work

Novasol Chemicals Group