



SALES MANAGER PERSONAL CARE - ITALY

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 ambitious growth plan in Italy, we are looking for an experienced and dynamic **Sales Manager for our Personal Care Business Unit**.

Your role:

- Responsible for the domestic market
- Identify and develop new customers and markets for our Personal Care products
- Grow and maintain customer relationships at all levels
- Develop account specific strategies
- Drive business growth and improve the company's market position
- Implement a product / price / volume strategy in cooperation with the international team
- Establish and achieve a defined sales budget
- Efficient reporting to the Country Manager

Your profile:

- Experience (min 5 years) in similar distribution business
- Existing network in the Personal Care distribution business
- Graduate level education in chemistry or science
- Fluent in Italian & English
- Familiar with Microsoft Office & CRM system (Oracle NetSuite)
- "Hunter" profile
- Excellent written and verbal communication skills
- Team player, problem solver, pro-active, analytical, resilient
- Autonomous & responsible Entrepreneur
- Result driven: able to recognize the needs of the customer and bring it to a good end.
- 60% travelling in Italy (according to local Corona regulations)

Novasol Chemicals

Distribution. Worldwide, just right.



Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- Flexibility
- Home based in the Milano – Bergamo area,
- Attractive salary & fringe benefits package
- Company car

Interested in joining our team? Please apply at hr@novasolchemicals.com.

Novasol Chemicals Group