



SALES MANAGER MATERIAL SCIENCE - Spain & Portugal

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 for our subsidiary **NOVASOL CHEMICALS IBERICA**, we are looking for an experienced and dynamic **Sales Manager for the Iberian market**.

Your role:

You will be responsible for the business development and the actual product portfolio for Novasol's Material Science business units. Your main goal will be to meet the volume and margin sales objectives in Italy. You will report to the Country Manager.

Your key responsibilities and challenges are :

- Be the sales contact to our customers & prospects: visit existing customers and acquire new customers
- Exploring and studying markets in terms of customers' needs, products, service and pricing, environment & partnership
- 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
- Close interactions with Product managers, Supply Chain & Finance department,
- Enhancing and maintain customer service level in close collaboration with the back-office team
- Drive business growth and improve the company's market position vs competitor's activities
- Implement a product / price / volume strategy in cooperation with the international team
- Continuous learning on local regulations & business requirements
- Assist in customer complaints and assure proper payments
- Presence on international chemical Fairs & Conferences in Europe

Your profile:

- Experience (min 5 years) in similar distribution business
- Graduate level education in chemistry or science
- Fluent in English & Spanish
- Familiar with Microsoft Office & CRM system (Oracle NetSuite)
- You have an entrepreneurial, result oriented and hunter's spirit, with a real curiosity for new markets and segments

Novasol Chemicals

Distribution. Worldwide, just right.



- Able to work with different cultures and levels
- You are positive and willing to contribute to the company team spirit by your open communication and active knowledge sharing amongst colleagues
- Flexible and ready for 60% travelling in Spain & Portugal and to HQ in Brussels (according to local Corona regulations)

Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- Flexibility
- Based in our office in Barcelona (Glokem)
- Attractive salary & fringe benefits package
- Company car

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

Novasol Chemicals Group