



## INSIDE SALES MANAGER – Novasol China

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.

Thanks to our growing activities in Asia, we are looking for an experienced and dynamic person as **Inside Sales Manager for the further development of our distribution business.**

Your main mission is to provide support to the local Sales Managers.

### **Your role:**

The main duties are

- Generate and process new sales leads and expand new items with existing customers in our ERP system (Oracle Netsuite)
- Work with Sales Managers and Product Managers to find opportunities
- Spot (dynamics) opportunity ownership from identified customer/product combinations
- Strong phone calls activity with buyers to generate intimacy & deals
- Prepare & issue price offers in a reactive way
- Drive and follow up leads/opportunities coming from specific hunting activities
- Check, approve and enter the Sales orders, and contact information amendments in Netsuite
- Enter all sales information activities in an easily readable format into Netsuite ERP/CRM
- Sample coordination: follows up until delivery and informs sales team
- Follow up with customers to make sure that they are satisfied with our product/service level – report on customer satisfaction
- Coordinates communication with supply chain in terms of status follow up
- Participate actively in team meetings on best practices and continuing expectations towards team members and management
- Generates and shares monthly comprehensive communication about Sales performance, mission-related objectives and deadlines



## Your profile:

- Bachelor degree in chemistry or business
- Experience (2 - 3 years) in chemical business is a must
- Fluent in English (spoken & written)
- Familiar with Microsoft Office (especially Excel) & CRM system
- Experience with international environment & multicultural colleagues
- Excellent written and verbal expression
- Team player, problem solver, pro-active and self-starter, analytical, flexible and disciplined, highly motivated
- Entrepreneurship in all you do
- Able to recognize the needs of the customer and bring it to a good end.

## Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- International oriented business relations
- Flexibility
- Good place to work
- Based in Shanghai, China

Interested in joining our team ? Please apply at [hr@novasolchemicals.com](mailto:hr@novasolchemicals.com).

## Novasol Chemicals Group