

# Novasol Chemicals

Distribution. Worldwide, just right.

## **Subject: SALES MANAGER RESINS & COATINGS/ENERGY & ENVIRONMENT (DE)**

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 through our commercial offices located in 9 European countries, in China and in Canada.

Due to our strong market position in Germany, we are looking for an experienced and dynamic **Sales Manager for the further development of our Material Science Division.**

### **Your role:**

- Be the sales contact to Material Science 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
- Develop our sales to existing customers and prospects
- Manage the sales activity with the Insides Sales partner based on customer segmentation, divide the workload and related clerical duties of orders & follow-up
- Close interactions with Product managers, Supply Chain & Finance department,
- Take the lead in customer complaints
- Be aware of and sell in compliance with the EU regulations
- Monthly reporting to the Business Unit Manager (KPI's) based on Budget & new Business Development
- Share market & customer information within the Novasol group
- Presence on international chemical Fairs & Conferences in Europe

### **Your profile:**

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- Experience (5 – 10 years) in CASE domain
- Active network in Germany
- Knowledge of the chemical distribution business is an asset
- Chemical education or background is an asset
- Familiar with CRM system (Oracle NetSuite)
- Experience with international environment & multicultural colleagues
- German as native language, fluent in English (all other languages are an asset)
- Excellent verbal expression
- Team player, problem solver, pro-active and self-starter, analytical, flexible and disciplined, highly motivated
- Customer oriented, focus on customer needs
- Able to recognize and create opportunities in the market and bring it to a good end.

## Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- International oriented business relations
- German office located in Bottrop
- Home office according to company policy
- Travelling in DACH region & regular visit to our HQ in Brussels, Belgium
- Attractive salary & fringe benefits package
- Company car

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

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