



KISCHEMICALS Manufacturing & Mercantile LLC

We are searching for a candidate to fill in a position of:

Sales manager

Who are we?

Our dynamically developing chemical company is involved in the production and trading of phosgene-based intermediates and agrochemical active ingredients. Our company supplies excellent quality products all over the world, our customers are multinational chemical companies.

Your responsibilities will be as follows:

- Develop short- and long-term sales strategy and business plan, achieve targets.
- Negotiate business deals and prepare contracts and quotations.
- Maximize sales beyond the business plan (for existing products or new products).
- Keeps daily contact within the company with supply chain and production.
- In line with market dynamism, agrees with the supply chain manager and production manager on changes to the production plan.
- Receives and handles any customer complaints and gives feedback to the customer after investigating the problem.
- Identifies new business development opportunities, maintains and improves relationships with existing partners.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends, deliver presentations for potential clients.

You are an ideal candidate for this position if you have:

- Engineering degree, basic chemical knowledge is a must (degree in chemistry is an advantage)
- 3-5 years of relevant work experience in sales with a reputed company
- Fluent English and Hungarian
- Understanding of complex business processes
- Good communication and negotiating abilities as well as high presentation and relationship management skills
- Pro-activity and ability to work independently
- Ready to travel nationally and internationally

What we offer:

- Shirt-sleeve, familiar work environment
- Competitive salary
- Fringe benefits
- Professional development

Job location:

Sajóabony Chemical Industrial Park, near Miskolc

How to apply:

In case you are interested in the above position and looking for a challenging workplace please submit your English and Hungarian CV with indicating salary expectations.

e-mail: jobs@kischchemicals.hu