



SEARCH SOLUTIONS

ITalent SA is a professional and highly ethical search firm that focuses on leadership and management positions as well as technical and specialist roles.

On behalf of our client, an international chemical group, we are looking for a dynamic and experienced:

Sales Manager Europe

Purpose

- To boost sales by expanding our client base while strengthening existing customer loyalty in assigned area with currently a strong focus on France and Benelux.

Key Responsibilities

- Responsible for the preparation and execution of the annual sales budget for the assigned applications and customers base in assigned area.
- Actively develop new customers and applications.
- Search, collect and process market intelligence material on a regular basis on customer requirements, competitor developments and sales activities, etc.
- Provide reliable input from own market to help shape marketing strategy for all products and services.
- Make technical presentations to potential customers, agents, distributors, providers, etc.
- Provide pre-sales technical assistance and product education, and after-sales support services.
- Ensure inquiries, quotations and proposals are handled in a timely, professional and expeditious manner.
- Support Area Sales Director with negotiation of sales contract terms & conditions.

- Support marketing activities by attending relevant trade shows, conferences, seminars in coordination with Market Leader for the area.
- Support Product Managers with the analysis of customers' and market requirements with emphasis on the need for our products/applications to understand, anticipate and meet their needs.
- Foster, facilitate and engage in the direct contact between Division's departments (e.g. R&D, Marketing, Production, etc.) and the customers, while maintaining an updated and clear view of our relationship with each customer or potential customer.
- Facilitate access to all hierarchical levels of our customers, agents, distributors, providers' organization.
- Manage the assigned customers database and Key Account Customers.
- Prepare monthly sales report.
- Maintain the level of accounts receivables for the assigned market segment in line with company targets.

Candidate Profile

- University degree in a relevant field Engineer in chemistry, mechanical, chemical processing, physics or equivalent; an experience in selling technical products or processed minerals (particularly graphite, carbon black, etc.) is an advantage. Alternatively: commercial background, but in this case having solid experience in selling technical products (preferably minerals) is a must!
- At least 5 year's experience in similar technical sales position.
- Entrepreneurial mindset and commercial acumen.
- Collaboration and effective communication skills.
- High level of energy and high motivation for achieving results. Ability to work independently and prioritize work to achieve results with minimal instruction. Personal drive and resilience. High personal flexibility due to frequent travel.
- Expected 50% of total time (heavy domestic and moderate international).
- Fluency in English/French/Dutch, other languages would be a strong asset.

Other: home office possibility in France or Benelux.

Please apply on our website: recrutement@i-talent.com together with your CV and motivation letter. Thank you.

Only applications via this e-mail will be considered for this recruitment. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.