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Area Sales Manager – Specialty Chemicals

Location: Diegem
Department: Specialty Chemicals Product Line
Reports to: Freddy Kleis, EMEA Specialty Chemicals Manager

Function

The Area Sales Manager will be responsible for every aspect of sales and promotion of Specialty Chemical products in a prescribed territory. This role will be responsible to look for existing and new product applications in line with Product Line objectives and strategy.

- Build a long term relation to become a preferred supplier
- Grow business taking into account market intelligence
- Create maximum profitability to the company

Key responsibilities

Selling and promotion of CPChem products or applications to existing and potential customers:

- Promote sales in alignment with short & long term Business/Sales plan
- Develop sales through customer visits and contacts/networking, including identifying and developing new customers
- Negotiate within assigned territory and recommend commercial agreements
- Provide service support or complaint handling and problem solving in case of issues and questions
- Promote developmental products to existing and potential customers
- Places emphasis on the promotion of the product range to existing and potential customers for existing or alternative applications initiating new valuable business opportunities
- Administer prices within the appropriate delegated authority/requests approval when price deviations are required
- Acquire, share and communicate market intelligence, changes in competitive market activity, supply and demand, pricing trends, political & economic conditions, etc. with the management and colleagues
- Ensure that all requests from customers are handled in due time, including administrative follow-up of sales
- Assist with the collection of any necessary customer financial information
- Ensure the use of proper payment instruments and is responsible for the collection
- Create quotations and forward them for approval to PL Manager according to the related procedures
- Provide all necessary information and direction to CSR's to enable them to carry out their job effectively
- Adhere to forecasting requirements
- Provides progress reports (sales, markets, customer, application) and accurate input for annual sales budget
- Coach and manage local agents or distributors by giving relevant information & sales strategy



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Profile

- Master degree or a Bachelor with equivalent by experience (ideally background in chemistry)
- Relevant Key Account/Global account experience of approx. 5-10 years
- We are looking for someone who is ambitious, structured, well organized, proactive, result driven, has strong negotiation and communication skills and is willing to continuously learn.
- Computer literacy (Office 365, SAP/APO, etc.)
- Spoken and written fluency in English is essential, knowledge of Dutch and French is highly recommended, any other languages especially from any Eastern Europe country is an asset
- Territory: Eastern Europe, UK, Ireland, Scandinavia, Central Asia, Africa
- Travel approx. 30% - predominantly Eastern Europe, UK, Ireland & Scandinavia; (exceptionally Central Asia and Africa)

If you are interested and feel ready to take on this challenge, please send your application and CV by e-mail to eu-jobs@cpchem.com or by post to the HR department of Chevron Phillips Chemicals International N.V. - Airport Plaza - Stockholm Building, Leonardo da Vincilaan 19, 1831 Diegem, Belgium