

Aromatics Junior Sales Manager

Department Petrochemicals
Reports To Product Line Manager

About the Company

Chevron Phillips Chemical is a 50/50 joint venture between Chevron Corporation and Phillips 66 with headquarters in The Woodlands, Texas. It is one of the world's top producers of olefins and polyolefins, and a leading supplier of petrochemicals, alpha olefins, specialty chemicals, polyethylene piping and polymer resins. In Belgium, Chevron Phillips Chemicals International NV coordinates the sales and marketing in its EMEA headquarters in Diegem. It also owns and operates a chemical plant in Tessenderlo which produces organic sulfur compounds, and a plant for the production of polyalphaolefins in Beringen. Within multiple EMEA countries (Spain, Italy, Germany, Turkey, United Kingdom, Dubai), Chevron Phillips Chemical has set up Limited Risk Distributor companies, which are responsible for the marketing, buying and selling of Chevron Phillips Chemical's products.

Job Purpose

The Junior Area Sales Manager will support Product Manager in the execution of product line business. He or she will support the continual improvement of all business processes to ensure that commercial discipline is maintained within the organization. Sales duties will include managing sales to existing and potential customers in line with Product Line objectives and strategy, maintaining and profitably growing current and prospective accounts, new application development for existing products and seeking new product or opportunities.

Responsibilities

Administration

Provides standard and non-routine administrative data as required to enable effective business, including contract management, pricing and provision of data to: CSR, MM, Payment collection, Logistics etc.

Compliance & Safety

Highlights shortcomings and suggests improvements in current compliance processes, systems and procedures within assigned unit and/or discipline. Is fully compliant with the legislation, regulations, policies, procedures and work instructions.(1) Works in and promotes a safe work environment,(2) Adheres to all company policies(OE,LSR,..) (3) Complies with all applicable laws and regulations, (4) Follows all compulsory trainings.

Budgeting & Costing

Develops and/or delivers budget plans for assigned customers with guidance from senior colleagues. Coordinates with Business Analyst and PL Manager to provide Cost to Serve analysis required to make sound business decisions regarding product, customer portfolios and customer segmentation

Client & Customer Focus

Manages customer and internal customer relationships and act as their business partner, while typically using support teams, to ensure their ongoing satisfaction and loyalty toward the organization Takes responsibility for implementing the sales strategy, while possibly leading bids. Contributes from a sales perspective to enable effective S&OP for assigned customers, optimizing contribution towards maximized business results at EMEA level

Marketing

Daily check of the market pricing and arbitrage dynamics for the region. Manages the development and/or delivery of specific customers, product or service within the larger marketing strategy.

Sales

Takes responsibility for implementing the sales strategy, while possibly participating in bids. Seeks for spot opportunities and maximizing regional exposure. Prepare for yearly customers contract strategy with the guidance of PL Manager. Contributes from a sales perspective to enable effective S&OP for assigned region, optimizing customers portfolio contribution towards maximized business results at EMEA level.

Solutions Analysis

Identifies and evaluates complex expertise-led solutions against a range of criteria to find the ones that best meet business needs.

Behavioral Skills

LSE

Individual Contributor (Exempt)

Technical Skills

Action Planning

Develops appropriate plans or performing necessary actions based on recommendations and requirements.

Commercial Acumen

Develops solutions based on an understanding of the business environment and objectives.

Customer and Market Analysis

Acts independently using comprehensive knowledge and/or skills to conduct research and analyze data, market conditions that enables maximum return on investments.

Planning and Organizing

Supports planning, organizing, prioritizing and overseeing activities to efficiently meet business objectives.

Communication

Applies comprehensive knowledge to act independently, use clear and effective verbal communications skills to express ideas, request actions and formulate plans or policies.

Education

General Education University / Post Graduate (Masters Degree)

Experience

General Experience

Experience/Education enables the job holder to perform the job under supervision and/or with team support (up to 5 years)