



The company:

Our client is a medium-sized, family-owned chemical company based in Leverkusen. As an international supplier in the field of specialty chemicals, customers are served via a global sales and service network consisting of own companies and participations as well as a large number of representatives and distributors. The company's activities range from research & development to the production of a wide range of tailor-made chemical specialties for the agrochemical, paint and coatings, paper and food industries.

In the course of further growth of the sales organization, we are looking for the following person to start as soon as possible

International Sales Manager (m/f/x) Agro Chemicals

with direct reporting line to the Business Unit Manager (HO-based).

We offer:

- A strategic and multi-faceted sales role with a high degree of personal responsibility and creative freedom in an exciting and dynamic corporate environment.
- An attractive, performance-oriented compensation package including a company car and extensive social benefits
- An open corporate culture with flat hierarchies in an internationally operating, established company

Your tasks:

- Sales and revenue responsibility (2-digit million range) for the Agro Chemicals business unit in the assigned sales region (Asia)
- Support and development of the existing customer portfolio as well as active management and support of the local trading partners
- Initiating and taking over new projects, up to the introduction of new products together with product management
- Acting as a link between customers and R&D in order to provide customized solutions and to optimize and further develop the portfolio
- Continuous maintenance and expansion of customer relations as well as preparation of market information (products, competition, trends) with the goal of increasing market share
- Participation in national and international trade fairs, conferences



Your profile:

- Successfully completed studies in chemistry, chemical engineering or economics
- Several years of sound professional experience in the fields of crop protection products, agrochemicals or additives (specialty chemicals)
- Sales affinity, initiative, determination as well as teamwork and communication skills
- Willingness to travel on a regular basis (30-50%, especially international)
- Business fluent English, German would be a plus

Have we aroused your interest?

Then please send your application documents to:

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