



Italian Multinational Company, leader in manufacturing specialty organic and inorganic chemicals, lubricants and water additives and polymers, is looking for an

AREA SALES MANAGER LUBRICANT PERFORMANCE ADDITIVES BRAZIL

Hierarchically reporting to the Regional Sales & Marketing VP, the Sales Area Manager is responsible for the sales of Lubricant Additives to new and existing customer base in Brazil.

Mission:

To proactively contribute to the Company and business development results by increasing sales performance and margins, identifying and attracting new clients and maintaining or reinforcing existing clients' relationships in the assigned area.

Main responsibilities

- Planning & preparing a clear annual budget plan for the assigned Territory/customer base;
- Developing sales and market intelligence activities mainly focused on the Grease, Metal Working, Anti-hydraulic and Industrial Gear market segments;
- Developing a clear and coherent business strategy in conjunction with the Regional Sales & Marketing VP for the assigned territory;
- Managing pricing and in conjunction with the Regional Sales & Marketing VP, negotiating contracts, both with end customers and distributors, consistently with the Business Unit sales policy;
- Coordination of technical seminars for customers and training of distributors as required in conjunction with the R&D and Technical team, as required from time to time;
- Applying a technical problem solving selling mode of "solution process and performance selling";
- Maintaining an excellent knowledge and understanding of specialty chemicals and lubricant chemistry and applications;
- Providing accurate forecasts, planning and reports to the Global Sale Force and Management;
- Ensuring constant sharing of market information with the Global Sale Force, including Technical Development Managers, Innovation, R&D and Application specialists;
- Managing sample requests and customers claims.

Education & Experience:

Our primary outcome is to recruit a “first class” experienced “B2B” sales professional, seeking for new challenges and to succeed and grow in an international multicultural business environment.

Either by education (university degree in chemistry, chemical or mechanical engineering or scientifically related disciplines) and/or by professional experience (no less than 5 years), the Sales Area Manager is familiar with chemical specialty products related to lubricants or lubricant additives across MWF, Industrial, Automotive markets.

Languages:

The Sales Area Manager is proficient in Portuguese and English (speaking & writing). Knowledge of Spanish is a plus.

Behavior & Competencies:

Strongly motivated and highly technical-business oriented, with ability to take initiative and work in a multicultural and demanding environment, the Sales Area Manager has natural attitude for team-work and cross-functional collaboration.

Pioneering mind-set, jointly with ability to work collaboratively with scientific R&D, technical support services and marketing teams as well as with internal experts contributing to the development of the activity, are prerequisites.