

Italian Multinational Company, leader in manufacturing and sales of organic and inorganic specialty chemicals and polymers, is looking for a:

SPECIALTY CHEMICALS AREA SALES MANAGER

ITALY

Mission :

- To proactively contribute to the Company results and business development by increasing sales performance & margins, identifying & attracting new clients and by maintaining / reinforcing existing clients' relationships.

As "Sales Market Specialist", you organize your actions around a triple frame strategy:

- Prospecting & New Business Acquisition,
- Major Clients Account Management,
- Opportunity Strategy & Market Intelligence

Key Result Areas :

- As "Area Sales Manager" for Italy, you take ownership and full responsibility for all direct sales and business development activities dealing with specialty chemicals focusing on industrial water & process treatment industries and HI&I cleaning markets

In your sales activities you will have to focus more on "solution process and performance selling" than on "commodity products selling".

- In close collaboration with the Management Team, you develop sales strategies, personally implement sales action plans in the field, follow through and monitor results. Driven by a strong team spirit, you work collaboratively with other "speciality products & applications" sales colleagues, as well as with the scientific & field service support teams.
- As a leader in your field of specialty, you will be called to represent the Company at contract and sales negotiations in your area; ensuring constant communication between you and your Sales Colleagues / Sales & Marketing management dealing with equivalent products & applications in other parts of the world.
- As technical marketing support leader for Pulp and Paper market segment and for product family solid liquid separation, he will support sales organization in developing new business opportunities within EMEA region.

Education & Experience:

- Our primary outcome is to recruit a "first class" experienced "B2B" sales personality seeking new challenges and a platform to succeed and grow in an international multicultural business environment
- Either by his education (*university graduate : chemistry, chemical engineering or scientifically related*) and/or through his professional sales & business experience, the ideal candidate is familiar with

chemical specialty products dealing with Industrial Water / Process Treatment or cleaning applications.

- As “Results Driven” sales & business developer, you will demonstrate several years of successful experience gained in a similar context including: “B2B” sales, Chemical Industrial & Technical environment. A specific knowledge in the “Water / Process treatment” or HI&I cleaning markets will be an asset.

Languages:

- Proficiency in Italian and English (speaking & writing) is required.

Behavior & Competencies:

- Demonstrating strong motivations for an international and multicultural role requiring: passion for sales & business development, outstanding communication & flexibility skills, excellent qualities for negotiate at all levels, enduring self-commitment, driven by results and customer focused values.
- Sales Pioneering mind-set joint with Teamwork talents – demonstrating the 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 your activity.
- Build and maintain positive business relations with internal and external stakeholders.
- Ability to plan and prioritize own activities through excellent personal organization and prioritization skills.
- Enthusiastic, enterprising, flexible, you like to work in an independent way.