



Sales Manager (Rubber Division) in European Countries

Position Overview

Our company is in search of a high-performing Sales Manager in Rubber Division to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative in European Market..

This is a fantastic opportunity for a professional who thrives in a busy work place and willing to work on his own from any part of the world.

Responsibilities :

- Wholesale trade of Rubber Raw material in European countries.
- Hit sales targets in B2B sector and ensure brand expansion
- Identify prospective customers and market area and grow overall sales and profitability of the company
- Presentation of product portfolio during customer calls, seminars, fairs, conferences.
- Follow ups of all existing enquiries as well as create new B2B customers.
- Negotiate the offers and close the deals.
- Keep regular update of raw materials status(in and out).
- Monitor competitive activity and report significant developments to management.
- Work in close coordination with our company higher management
- Identify opportunities to grow through tradeshows, expos and distributorships

Requirements:

- Knowledge in Plastics/Rubber/Chemicals (properties, processing methods, technologies)
- Minimum 3 years of relevant sales' working experience
- Experience in European «Rubber market»
- Excellent communication skills
- Good Interpersonal skill for maintaining relationship with customers
- Firm commitment for a long term cooperation
- Ready to challenges and to achieve targets
- Easy to travel within Europe
- Able to start working at short notice



If you are the person we are looking for, please apply now
by sending your CV to hr@katyontech.com