

Sales Manager Polymers

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Company: Omya

Location: Poland

Category: other-general

Sales Management Polymers:

- Execute sales plans for assigned territory, product line, or market segment including recommended accounts, product sales volumes, pricing, visit planning, account potential analysis, and sales budgeting.
- Continuously monitor and assess the performance of each customer from the portfolio by measuring and reporting key performance indicators (share of wallet, account profitability, net sales).
- Conduct and coordinate suitable market analysis to support the company's and principal's objectives.
- Identify and develop new markets through new applications in line with corporate Marketing strategy.
- Manage all aspects of the accounts interface including complaint management.
- Assume an active role in credit management, collections, and inventory management.
- Provide market information as required.

Communication :

- Develop and maintain strong customer relationships, including key account customers.
- Conduct and conclude negotiations with customers as directed.
- Provide technical customer assistance as required.
- Keep the connection to other sales team members Work with others in the local sales team and consult the superior for important critical decisions.

Requirements:

Education:

University (Degree) in Business, Engineering, or Science disciplines.

Experience:

Minimum 5 years of sales (raw materials and/or chemicals for polymers segment) is a must.

Knowledge and skills:

- Must be adept at negotiation and customer service.
- Creative and critical thinking skills.
- Proven initiative in identifying and progressing new business opportunities.
- Good presentation skills.
- Thorough understanding of the industry.
- Self-motivated, independent, and result oriented.
- Possess a valid driving license.
- Be willing and able to be home-office based.

Other requirements:

- Excellent command of both oral and written local language (Polish) and English are required.
- Must be willing and able to travel up to 70% and work a flexible schedule to include evenings and overnight accommodation.

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