



## **SALES ENGINEER**

**Location :** Berlin, Germany

### **Position Description Summary :**

Maintain and develop sales in territory for the defined products and services. Ensure that the annual sales target will be met within established policy guidelines.

### **Key responsibilities**

1. Develop sales plans for defined responsibility and achieve annual sales target.
2. Implement the defined sales strategies to ensure future growth of the company in a competitive environment.
3. Responsible for sales in a well defined market.
4. Acquire an in-depth knowledge of clients' technical and commercial demands and develop a thorough knowledge of company's products and services.
5. Within a defined responsibility, maintain a high level of awareness of responsible existing and potential customers and develop contacts with new customers, promoting at all times the best possible company image.
6. Provide technical and commercial offers and solutions to resolve problems and win new business.
7. Recognize and communicate sales opportunities, maximizing price and terms realized for services and products offered.
8. Provide an accurate monthly sales forecast for defined responsibility.
9. Actively work as a team with sales and technical colleagues, providing backup as required.
10. Deals with day-to-day business issues and gets support when necessary.

### **Recommended requirements for the position :**

1. University degree in chemistry, engineering or equivalent
2. Minimum 4 years experience in a Sales position
3. Effective communication and negotiation skills
4. Extensive territory travel
5. Fluent in English
6. Good organizational skills

**If you are interested, please send your cover letter and CV to:**

Chemviron SA

Att. P. Vangeel, HR Director

Zoning Industriel C, B- 7181 Feluy T+ 32 64 511 855

E-Mail : [patricia.vangeel@kuraray.com](mailto:patricia.vangeel@kuraray.com)