



Chemviron is an international manufacturer of activated carbon, carbon filters, purification systems and filter aids, with applications including drinking water treatment, air purification, and sugar decolouring or purification.

Chemviron, a Kuraray company and the European Operations of Calgon Carbon Corporation, is the leading global manufacturer and supplier of activated carbons, filter aids, innovative treatment systems and services for optimising production processes and safely purifying the environment.

Over 100 different types of activated carbon are available for applications including drinking water, wastewater, sweetener, pharmaceutical, air and gas purification (natural gas and biogas). With mobile service equipment we can deliver activated carbon quickly and efficiently. The company also offer Europe's largest reactivation capability for the recycling of spent carbons.

Chemviron also does its bit for the environment! With dedicated facilities for food/drinking water or industrial/environmental spent carbon reactivation located in Belgium, Italy and the UK, we can provide custom and pool recycling for the majority of water, food or industrial granular activated carbon.

Through activated carbon reactivation we recycle spent material, thus protecting natural resources whilst significantly reducing carbon dioxide emissions compared with fresh activated carbon supply and disposal.

From drinking water and wastewater treatment, to odour control, to chemical and pharmaceutical manufacturing or processing, Chemviron has the experience and capabilities that provide value to your business every day, anywhere in the world.

We are now looking to recruit a

Sales Engineer North-East Germany (m/f)

The Role:

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. Achieve a minimum number of meaningful sales phone calls and prepare a time & territory plan.
7. Provide technical and commercial offers and solutions to resolve problems and win new business.
8. Recognize and communicate sales opportunities, maximizing price and terms realized for services and products offered.
9. Provide an accurate monthly sales forecast for defined responsibility in a timely manner.
10. Provide monthly reports, call reports and updates of critical issues.
11. Actively work as a team with sales and technical colleagues, providing backup as required.
12. Deals with day-to-day business issues and gets support when necessary.
13. Manage and minimize level of personal expenditures during business travel.

The Profile:

1. University degree in chemistry, engineering or equivalent
2. Minimum 2 years' experience in a Sales position, a junior level can be accepted
3. Effective communication and negotiation skills in German and a good level in English.
4. Extensive territory travel

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

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