



## AREA SALES MANAGER (M/F/D)

We are an international group of companies and Europe's largest family-owned masterbatch producer. We use innovative additives and inspiring colours to bring life to plastics. As an independent and profitable entity we target sustainable growth, based on social and ecological responsibility. We see our employees as a vital resource to be one of the most attractive employers. Be part of this vision and grow with us!



**LOCATION**



**FULL-TIME**



**IMMEDIATELY**

### YOUR MAIN RESPONSIBILITIES:

- Promoting and actively selling masterbatch products to customers in the plastics industry
- Managing customers' technical and commercial needs while ensuring highest levels of service are maintained
- Performing regular customer visits and building long-term strategic relationships
- Quick and efficient submission and tracking of offers
- Developing existing accounts to their optimum revenue potential
- Identifying new business opportunities, within existing customers, with the help of constant market observation
- Management of all customers' needs and requests

### YOUR PROFILE:

- Minimum 5 years of Sales experience in the plastics industry
- Experience in the masterbatch industry is strongly preferred
- University degree in Chemistry or Material Science is a plus
- Fluent in Italian and English; German is an asset
- Teamplayer, excellent communication, negotiation and interpersonal skills
- Willingness to extensively travel in Italy, open to occasional business trips abroad

### OUR OFFER:

- A permanent position in a family atmosphere within an expanding international group of companies as well as interesting and challenging tasks with short decision-making paths
- A competitive package with bonus and benefits is on offer for this position
- Flexible working model.
- Continuous international training opportunities

PLEASE REPLY WITH FULL CV, MOTIVATION LETTER IN ENGLISH AND SALARY EXPECTATIONS

TO:

Ms. Lisa Kienbink

[WWW.GABRIEL-CHEMIE.COM](http://WWW.GABRIEL-CHEMIE.COM)



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