



AREA SALES MANAGER - EAST AFRICA (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. We are currently establishing a new site in Kenya. As part of our strategic expansion, we are seeking a proactive and reliable Area Sales Manager to support the setup and development of our new local site. Be part of this vision and grow with us!



**NAIROBI, Embakasi
KENYA**



FULL-TIME



IMMEDIATELY

YOUR MAIN RESPONSIBILITIES

- Actively servicing existing customers and further developing sustainable business relationships with a strong desire to succeed
- Independently prepare and follow up on offers
- Proactive recovery of customers and orders, along with expansion of business areas
- Conduct ongoing competitor and market analyses
- Collaborate closely with Corporate Business Development to identify new market opportunities, products, and customer needs
- Develop and implement customer-oriented marketing strategies across the entire product portfolio
- Prepare and manage budgets for key regions, adapting strategies to meet evolving market demands
- Lead and participate in cross-functional projects to drive growth and sustainability
- Support and coordination with the local and international Customer Service Teams

YOUR PROFILE:

- A customer-oriented, assertive personality with an independent and solution-oriented way of working
- Enthusiastic and results-driven with a background in Chemicals or Plastics
- Strong analytical skills and a deep understanding of customer and market dynamics

- Minimum 3 years of international sales experience in technical sales
- Flexibility and willingness to travel frequently (up to 80%) in assigned regions and trade fairs
- Strong communication and negotiating skills with a focus on closing deals
- Proficient in Swahili and English (written and spoken); any additional language is an asset
- Confident use of CRM systems and MS Office tools for efficient planning and documentation of sales activities
- High level of self-motivation and proactive, with a passion for innovation and driving change
- Initial experience in coordination tasks within international teams is an advantage

OUR OFFER:

- We offer you a position in a well-established family business at our new location as well as a varied and challenging range of tasks with plenty of creative freedom
- Flat hierarchies and direct communication with the international management
- A dynamic, growing company with long-term opportunities
- Competitive compensation package including flexible working times, transport allowances, extended healthcare coverage.

Please send your full application including your earliest possible start date and salary expectations to:
Albert Boehm, a.boehm@gabriel-chemie.com

WWW.GABRIEL-CHEMIE.COM



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