



We are a reputable and internationally active company in the chemical industry, which belongs to the American PMC-Group. **Raschig GmbH** focuses on the development and manufacturing of high quality and innovative products in the field of specialty chemicals. Our product range makes us one of the world's leading manufacturers of **fine chemicals** and **specialty additives**. In order to grow and expand our global market position, we are looking for a highly results-oriented sales professional as a

## **Sales and Business Development Manager Specialty Chemicals (m/w/d)**

( Turkey / CEE )  
ID 5852954

### **Responsibilities:**

- Develop and manage a territory of existing customers and selected distributors
- Deliver on volume, revenue and profitability targets to achieve the annual operating plan
- Build and manage a healthy opportunity pipeline
- Work across multiple levels of customer organizations to manage development projects based on the company's chemical technology platforms
- Collaborate with Technical Support to achieve business objectives
- Create meaningful account, territory and market development reports and plans
- Follow business processes while preparing customer meetings/follow-ups
- Translate customer needs/requirements into solutions which add value for both the customer and Raschig
- Provide competitive and market intelligence by frequently monitoring market dynamics and the value chain in all relevant market segments

### **Requirements:**

- Master or Bachelor degree in Science or Business discipline (Chemistry highly desirable)
- A strong sales "hunter" mentality with > 5 years of successful sales experience selling specialty chemicals
- Robust knowledge of polymer additives and monomers and their application areas such as pressure sensitive adhesives, coatings, thermoplastics, 3D printing
- Desirable (not mandatory) is an understanding of the electroplating industry/chemistry, battery manufacturing and/or pharma ingredients for API synthesis
- Ability to understand competitive moves and counter them
- Advanced ability to articulate the potential for added value from product/service to the customer by meeting customers' needs
- Excellence in negotiating and closing deals effectively
- Record of accomplishment in creating and executing successful sales plans
- Ability to identify new accounts and growth opportunities

- Strong relationship-building skills in order to penetrate multiple levels of target customer organizations
- Excellent time management skills and ability to work independently from a home office
- Ability to operate effectively in a global team
- Mother tongue Turkish, excellent oral and written communication skills in English
- Business language skills in Italian are desirable but not mandatory

**Attitudes:**

- Open-minded, positive and creative personality
- Agile, pro-active working style
- Continuously learning individual

**Our offer:**

We offer you a challenging job on an international level with plenty of scope for creativity and a high degree of personal responsibility combined with a very pleasant working atmosphere and interesting development opportunities.

Would you like to take up this challenge?

Then we look forward to receiving your informative application, which you should send to the following address, stating your salary expectations and the earliest possible starting date:

RASCHIG GmbH  
Mundenheimer Straße 100  
67061 Ludwigshafen

preferably via E-Mail:  
Bewerbung@Raschig.de