

As an independent and globally operating medium-sized company, Vink Chemicals GmbH & Co. KG is an ambitious and well growing company.

As part of our expansion planning, we are searching for you to support our sales team (company Vink Chemicals France SAS) in France to join as a dynamic employee (m/f/d) who is ambitious and will enjoy growing with an international team.

Sales Manager FRANCE (m/f/d)

Job Responsibilities:

- ✚ Acquisition of new customers and managing existing ones in France for our product lines: Technical Biocides (TB), Speciality Chemicals (SC), Oil & Fuel Treatment (OFT) - the main focus will be Technical Biocides for Paint & Coatings, Construction, Metal Working Fluids, Household, among others
- ✚ Strategic sales plan to expand and develop the business incl.
 - Technical marketing
 - Right pricing/contracts
 - Market share
 - Gross Margin
 - Brand recognition/Trends/Campaigns
- ✚ Preparation and provision of figures, forecasts, and analyses for management
- ✚ Preparation of quotations incl. follow-up until contract conclusion and handover to supply chain management
- ✚ Coordination with internal departments, e.g., for delivery times and technical support/applications
- ✚ Business trips to trade fairs, customers, or sales partners
- ✚ Proactive knowledge transfer in case of possible changes within the international team

Profile:

- ✚ Successful graduation in a chemical, technical or commercial field or comparable successfully completed qualification
- ✚ Relevant professional experience in the biocidal industry, with technical and regulatory knowledge
- ✚ Very good knowledge of Excel, Pivot preferable
- ✚ Target-oriented, self-reliant, and strong negotiating mindset
- ✚ Ability to work in a team, strong problem-solving skills, good analytical skills
- ✚ Proactive working style and strong communication skills
- ✚ Very good English and French skills
- ✚ Intercultural competence and willingness to travel

We offer:

- ✚ Independent work, flat hierarchies, and short decision-making processes
- ✚ Long-term perspective in a dynamically growing company
- ✚ Pleasant working atmosphere with competent and helpful colleagues, international team
- ✚ Unlimited contract and fair remuneration, home office, company car
- ✚ International team

We look forward to receiving your job application - preferably by email to: Human Resources, bewerbung@vink-chemicals.com. Using this, we can guarantee a faster process - it is also very easy and uncomplicated for you. If you have any questions, please contact us on +49 4186 – 88797-18 or +49 162 2498959.