

Innovation and Tradition

Sales Manager

Objectives of the position:

The target of this position is to promote and sell all ingredients forming part of the Life Sciences' product portfolio independently on the Benelux markets. In addition, the job holder raises the market potential so to create long term profitable growth for C.H.Erbslöh. The job holder has good management skills which enable him to organize his business independently.

The individual tasks:

- The holder of this position is directly responsible to the CEO of the Benelux subsidiaries. The main goal is to achieve a constantly growing turnover and profit on the Benelux markets through a structured course of action being supported by profound chemical/technical knowledge and experience in selling ingredients to the cosmetic and/or pharmaceutical industries. The sales area will be newly set up by the job holder.
- Organize and execute customer visits, compile visit reports and maintain CRM (Customer Relationship Management) data. The activities are based on the existing product portfolio of C.H.Erbslöh SE for the Benelux markets and the demands of the customers in the sales area.
- Disposing of the necessary technical and selling skills, the job holder is able to give targeted advice to existing or potential customers and the C.H.Erbslöh management, e.g. by collecting market data about competitive offers, results of sample tests at customers, product applications and final products available on the market.
- With the assistance and approval of the C.H.Erbslöh management use best efforts to gain new suppliers and/or sales products to achieve growing turnover and income.
- Establish new contacts at existing and potential customers and in new market segments by visiting R&D as well as marketing departments at the customers and being present at important local and international exhibitions.
- Observe the markets in the sales area and collect information about new technical and price developments with regards to competition.

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- Draw up marketing and sales plans. Submit suggestions to the C.H.Erbslöh management for advertising campaigns and special promotions for individual customers, product groups or market segments as well as for general marketing and sales strategies.
- Carefully deal with complaints so to achieve best possible influence on customer and supplier satisfaction.
- With the support of the LS application laboratory give technical advice to customers while observing product and consultation liability issues.
- Calculate sales prices and process customer orders
- Establish and maintain a very good relationship to suppliers and co-operation partners.
- The job holder is willing to travel in and outside the sales area and to attend regular training courses at the C.H.Erbslöh headquarter in Germany or at the suppliers' facilities.

Job requirements:

- Very good market knowledge in the sales area and application knowledge
- Strong chemical and technical knowledge
- Very good knowledge of the language in the sales area, spec. Flemish, good spoken and written English skills, ideally but not necessarily French or German language skills
- Very good commercial know-how or degree in an economic field
- Convincing and positive appearance
- Organizational- and co-ordination skills
- Team spirit
- Loyalty and reliability
- Driving license
- High interest in the development of further sales markets.
- Willingness to travel

We're looking forward to receiving your application.

Please send it to:

C.H. Erbslöh KG

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