



Job description

Job title	– Sales Executive
Location	– Hamburg, Germany
Territory	– Europe
Job type	– Full time
Working hours	– 5 days per week, 08:00 – 17:00 CET

Skills & Qualifications

- Bachelor's degree in Chemical/Polymer/Mechanical Engineering or similar
- Master's in Business Administration (MBA or similar)
- Minimum 5 years of work experience in Chemical/Mechanical/Auto industry (trading cos. not desirable)
- Proficiency in English (Deutsch is desirable)
- Good written and verbal communication skills
- Ability to multitask, prioritise and manage time effectively
- Good understanding of commercial practices, supply chain, logistics
- Willing to travel within Europe
- Proficient in Microsoft Office

Roles & Responsibilities

Sales and Client servicing

- Sales budgeting, planning and execution
- Conducting price negotiations
- Working to achieve sales targets
- Following-up with customers for orders, payments and other business topics
- Providing prompt response to business queries
- Coordinating within internal functions on customer service topics
- Ensuring efficient customer relationship management
- Planning monthly travel to customers for business meetings

Business development

- Identify business opportunities (new customer/ new business)
- Understand customer requirements and offer suitable products
- Convert lead/opportunity to sales

General

- Record customer activity in salesforce
- Gather market intelligence
- Generate monthly reports for management
- Participate in exhibitions, conferences, industry meet-ups for business development
- Perform other customer service tasks, as and when assigned