



On behalf of one of our customers we are looking for a highly professional

Interim
Position

Technical Sales Representative Chemistry (m/f/d)

Our customer is an internationally operating provider in the chemical industry. We are looking for a technical sales professional who takes over sales and technical responsibilities in Spain and France. The mandate shall commence as soon as possible and will run between 9 and 12 months.

The challenge:

Interim Position / Switzerland

- Direct selling of technical / chemical products (e.g. polymeric materials) in 2 European countries (Spain and France) in order to drive revenue growth and overall customer satisfaction
- Full responsibility for the defined customer portfolio (key account management) and defined sales goals
- Provide customers with best-in-class technical support
- Lead negotiations with customers, in particular buying syndicates of powerful companies (contract management)

You offer:

- A diploma / scientific education in chemistry, material science, physics or engineering or a comparable education
- Several years of professional sales experience in direct sales of technical / chemical products
- Profound knowledge of surface / colloid science or of papermaking / coating is required
- Empathic style of communication towards sales partners and customers
- The willingness to travel extensively
- Fluent English, French and Spanish skills

We offer:

- Attractive salaries (daily rates and conditions)
- Fair and cooperative contracts
- Continuous support through Aurum Shadow Management
- Integration into the Aurum Partner Network
- State-of-the-art know-how in the Aurum Academy
- Open and straight communication to the customer and all stakeholders
- Database of tools and methods as well as Aurum Professional Assistance

Interested? We look forward to receiving your online application.