

Polybutene (PIB) Business Development/ Sales Specialist



OVERVIEW/ KNOWLEDGE

Function is to search for new clients who might benefit from specific company PIB and PAO products or services and maximise client potential in designated regions. Develop long-term relationships with clients, through managing and interpreting their requirements. Arrange and carry out product training using your technical knowledge along with your sales skills to provide advice and support on a range of products, for which a certain level of expertise is needed, and the company specialises in.

DUTIES AND RESPONSIBILITIES /COMPETENCIES

- Business development new and existing is ongoing.
- Grow strategy in your respective region with both new and existing customers.
- Manage and develop your customer base in line with your technical skill and the company products.
- Manage and fulfill all contracts with customer and arbitration processes.
- Work with all departments in the business to ensure optimum service levels to customers and a smooth process flow for Kemat.
- Maintain high service levels of Kemat to maintain the excellent reputation in marketplace.

QUALIFICATIONS/EXPERIENCE

- Minimum of 5 years' experience in PIB chemical industry.
- Perfect understanding of the chemical industry in key functions including production, logistics, planning, management, forecasting, marketing, operations and optimization.
- Analytical and negotiation and project management skills in supply chain.
- Negotiation skills.
- Ability to connect with different stakeholders and identify right priorities for the team and company.

REQUIREMENTS/SKILLS

- Travel.
- Leadership skills.
- Team player.
- Solution driven and can work under pressure.
- Sense of urgency.
- Strategic Thinking and process minded.
- Open mind-set and engaging attitude to build strong collaboration with customers.
- System skills in MS Excel, PowerPoint, Word.
- Language skills: English and other languages are a plus.