Sales Representative

Are you commercially driven, technically curious and motivated by winning new business? Join our team as a Sales Representative and help turn new opportunities into lasting customer relationships.

WHAT YOU'LL DO

- **Hunting and business development** — Identify, approach, and develop new customers and prospects. Focus on hunting for new business and managing existing accounts.
- **Internal sales coordination** — Coordinate quotations, orders, complaints, and manage sample requests from start to finish, keeping communication between customers and internal teams clear and timely.
- **Technical support** — Understand customers' challenges, qualify opportunities and develop suitable solutions.

WHAT YOU'LL BRING

MUST-HAVES

Commercial drive
Strong desire to win new business; proactive, persistent, and comfortable with cold calling and approaching new prospects. You keep going after rejection and are happy to travel for work.

Technical curiosity
Enjoy learning how products work; able to discuss technical topics with customers. A fast learner who is analytical and solution oriented.

Communication
Excellent spoken and written English, with strong presentation and interpersonal skills. Comfortable communicating with stakeholders.

Ownership
Responsible, structured and organised. You follow up without being asked and get things done. Proactive mentality.

Relevant background
A background in chemistry, a related technical field or sales, gained through education or relevant work experience.

NICE-TO-HAVES

- Dutch, German, French or Spanish language skills
- Experience in chemicals or materials
- CRM experience
- Experience with formulation or application development
- International commercial experience

HOW YOU'LL MAKE AN IMPACT

You'll balance new-business development with technical problem-solving and reliable follow-through. The role is hands-on and collaborative, with room to learn, bring fresh perspectives and grow your impact.

WHAT WE HAVE TO OFFER

- Competitive salary and an attractive benefits package, including a bonus scheme.
- Full-time employment contract.
- Company car.
- Opportunities for personal and professional growth within the company.
- A positive and supportive working environment with a great team spirit, regular team events and plenty of opportunities to have fun together.

Interested? Send us your CV and tell us what excites you about sales. HR@kematbelgium.com

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