

» SALES EXECUTIVE South Europe (M/F/D)

ABOUT US

PLIXXENT offers innovative polyurethane-based technologies. As a specialist for standard solutions and customized systems, we accompany our customers along the entire value chain – from initial consultation to after-sales support. In-depth know-how in the development, production and processing of polyurethanes, flexibility in the procurement of raw materials and a European team with decades of experience make us a reliable, high-performance partner – and an attractive employer with a wide range of career opportunities.

YOUR NEW CHALLENGE

Position

As **Sales Executive (m/f/d)**, located in Tarragona/Spain and reporting to the regional Head of Sales South, you have the following responsibilities:

- Define Business Development strategies for the acquisition of new customers in South Europe.
- Focus on market research, prospection and first contact with qualified leads.
- Pitch goods or services to new clients
- Develop business at assigned current customers
- Negotiations of appropriate technical and commercial propositions based on the whole Plixxent Product Portfolio.
- Achieve budgeted sales growth
- Coordinate (with sales team and/or R&D team) technical support and troubleshooting to customers when needed
- Analysis of sales process and proactively making improvement proposals throughout the entire Plixxent flow
- Comply with the Integrated management system (quality, environment, safety) regulations.
- Cover the colleagues' department duties in case of absences (illness, holidays ...)

KPI

- # of new leads
- # of business development projects
- # of new customers
- Additional sales volume and net sales at new customers

WHAT YOU SHOULD BRING WITH YOU

Qualifications and experience

- Successfully completed studies with a Bachelor or master's degree in the area of business and sales management – Education in chemistry, engineering or similar would be a plus
- Fluency in English
- Previous experience of at least 5 years of sales force of industrial goods and/or services
- Flexible to travel

Competencies

- Results, customer and service oriented, with very good interpersonal and communication skills
- Team player
- Proactive thinking and negotiation skills (Prospecting and Sales skills)
- Analytical thinking, solution-oriented, structured work approach as well as high credibility and trustworthiness
- Interpersonal skills (Communication and Listening skills) , to build a solid relationship with customers and teams
- Critical thinking
- Curiosity and creativity

WHAT YOU CAN EXPECT

At PLIXXENT we offer you a state-of-the-art working environment and all the advantages of a medium-sized, international company in start-up mode. We offer freedom to contribute your own ideas and take on responsibility. We cultivate a collegial atmosphere and work in a project-oriented manner.

BECOME PART OF OUR TEAM

We are looking forward to your application. Please send your application together with a cover letter and your salary expectations as a PDF file to our External Recruitment agency: jordi.flores@mercuriurval.com

PLIXXENT respects the principle of equality when hiring people. We do not discriminate based upon religion, race, national origin, gender, color, sexual orientation, disability status or similar characteristics. All hiring in PLIXXENT is decided on the basis of background experience, knowledge and merits according to our business needs.



APPLY NOW!