

» ACCOUNT MANAGER POLAND FOR SALES DEPARTMENT (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 an 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.

The PLIXXENT Group was founded in 2019 from the systems house division of Covestro. Together with a highly motivated team of about 300 employees at locations in Germany, Denmark, Italy, Spain, UK and the Netherlands, we are aiming high. At **PLIXXENT DK, the Sales department Nordic - we are looking for an Account Manager located in Poland.**

YOUR NEW CHALLENGE

As **Account Manager Poland**, your major tasks and responsibilities are:

- Responsible for existing customers in Poland
- Expand the customer base in the region and approach intermediaries
- Monitor, facilitate and optimise commercial relationships and customer sales patterns
- Ensure an optimum of customer satisfaction to maximize profit contribution
- Analyse the current customer base in order to identify opportunities, challenges and threats
- Monitor relevant developments in Poland and participate in any relevant network meetings
- Prepare a strategy for the various proposals and reports regarding new customer and intermediaries and deliver any kind of ideas how to approach the customer
- Manage market segments to achieve the budget of profit and volume and increase the margin within the regions
- Conduct strategic negotiations with customers and intermediaries.

WHAT YOU SHOULD BRING WITH YOU

- Successfully completed studies with a Bachelor or Master`s degree ideally in the chemical sector or economic sciences, main focus on Sales
- Several years of experience in relevant roles in Sales and/or Marketing
- Knowledge of the Polyurethane market and of Polyurethane technology would be of an advantage
- Fluent in English (speaking and writing)

With the competencies:

- Results and performance-oriented
- customer and service-oriented
- Analytical thinking, solution oriented, structured work approach and trustworthy and credible
- Negotiation skills; communication and listening skills



PLIXXENT.

- Team Player and interpersonal skills as communication
- Change Management
- Proactive with an entrepreneurial thinking and acting
- High interpersonal awareness and social skills
- Enjoy working in an international company

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.

You will be responsible for selling our polyurethane system to a broad palette of industries, such as construction, transportation, footwear, technical application, and furniture & comfort. Your customer base will vary from large international companies to small family owned. Your main customer contact will be in Poland but travel to customers outside Poland can also be expected.

You will be the main contact to our customer and make sure expectations are aligned between the customer and PLIXXENT supply chain and R&D departments. Together with R&D you will be responsible for finding the right technical solutions for the customers.

You will be working closely with colleagues around Europe and be reporting to Head of sales Nordic.

BECOME PART OF OUR TEAM

We are looking forward to your application. Please send your application, before June 24th, 2021 together with a cover letter and your salary expectations as a PDF file to: career@plixxent.com.

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



APPLY NOW!