

Business Development Manager Thermoplastics

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Company: Altorecruit

Location: Antwerp

Category: other-general

Our client is a global group specializing in the distribution of plastics and chemical products, with 480 employees and 23 subsidiaries worldwide. Committed to growth, we are currently seeking a dynamic Sales Manager

Responsibilities:

As a Sales Manager, you will be responsible for:

Prospecting for new clients and developing existing clientele

Increasing sales volumes of EP products and commodities

Expanding the local distribution in your area

Managing trading operations

Developing and implementing sales strategies for selected targets

Determining the conditions of purchase and sale of EP products and commodities

Monitoring and supervising the logistical processing of sales and supply orders

Following up on litigation files to recover claims by legal means

Recovering invoices related to commercial transactions

Performing other tasks assigned by your manager

Requirements:

Main Assessment Criteria / Qualities Required:

Knowledge and Skills of Products and Processes associated with the plastics industry

Excellent communication skills

Problem-solving and decision-making abilities

Self-motivated and able to work independently

Strong planning, organization, and flexibility skills

Advanced computer skills, including experience with ERP Systems

Fluent in Dutch and English

Education / Professional Experience Required:

Minimum Bachelor's degree or Master's degree in International Trade

Minimum 5 years of professional experience in related positions

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