

To expand our sales coverage in the North American market, we are looking for a new full-time team member.

REGIONAL SALES MANAGER NORTH AMERICA

WEVO Chemical Corporation is dedicated to providing high-quality materials to the North American market from our headquarters in Germany and other branches worldwide. For 80 years, we have been developing customized polyurethane, epoxy, and silicone solutions. Used for potting, sealing and adhesive applications, they reliably protect electronic components in a wide range of industries. Our success is built upon a team of highly qualified and committed employees, working together in a positive environment. We offer you excellent opportunities for professional growth and advancement.

Your tasks

- Technical and commercial support of assigned customers including selected key accounts in NAFTA
- Identification and acquisition of new customers
- Consulting and support of individual customer solutions
- Expansion of existing business relationships and development of long-term sales potential
- Global price coordination and tender preparation for your customers
- Supporting the annual budget planning process
- Monitoring customer contracts in collaboration with global colleagues
- Company representation at various events
- Chemical-technical knowledge and experience with potting resins and adhesives
- MS-Office skills and experience with ERP/CRM systems
- Competent negotiation partner and solution-oriented team player
- Structured approach, high self-motivation and familiar with working in an international environment
- German or Spanish language skills are a plus but not required
- Willingness to travel

Your profile

- University degree in business administration with significant technical-commercial experience in the area of potting, casting or bonding solutions chemistry or comparable, ideally with focus on polyurethane, epoxies, silicones or other plastics technology, or engineering
- At least three years of work experience in technical sales ideally in the chemistry or electronics customer sector
- Experience in the support and growth of key accounts
- Growing and established family-owned company
- Broad and diversified scope of duties with expectations for own decision making
- Work from home/remote
- Structured onboarding
- Long term job perspective with advanced training and personal development possibilities
- Short and fast decision paths
- Performance-oriented bonus, 401K, Medical, Dental, Vision

We look forward to your application to marc.zimmermann@wevochemical.com

If you have any questions, please contact Frank McLain, Director Market Development & Sales, +1 (678) 643 7071 or frank.mclain@wevochemical.com

wevochemical.com