



wevo

To strengthen our team we are currently looking for a full-time

SALES ACCOUNT MANAGER (M/F/D)

Wevo, based in Ostfildern near Stuttgart, is a dynamic family-owned company operating on an international scale. We develop customised resin solutions for electrical and electronic components in the automotive, home, engineering and energy sectors. Our success is founded on highly qualified, committed employees and a positive working environment. Your prospects with us are excellent.

Your tasks

- Technical and commercial support of assigned customers including selected key accounts
- Identification and acquisition of new costumers
- Customer consultation and elaboration of individual customer solutions
- Expansion of existing business relationships and development of long-term sales potential
- Global price coordination and tender preparation for your accounts
- Supporting the annual budget planning
- Monitoring customer contracts in collaboration with global colleagues and line manager
- Company representation at various events
- Chemical-technical knowledge and experience with cast resin and adhesives
- Very good MS Office skills and experience with ERP/CRM systems
- Competent negotiation partner and solution orientated team player
- Very good language skills in German and English (spoken and written), structured approach, highly self-motivated and familiar with working in an international environment
- Willingness to travel

Your profile

- University degree in chemistry or related field, ideally with a focus on polyurethane, epoxies, silicones or other polymer technology, alternative business management qualification (college or degree) together with many years of technical and commercial experience with potting, casting or bonding solutions
- At least 3 years' experience in technical sales in the chemical industry (or similar)
- 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
- Company car (also for private use)
- Home-office possible
- Structured onboarding program
- Long time job perspective with further training and personal development possibilities
- Short and fast decision paths
- Performance-oriented payment, social benefits like company benefited retirement arrangement, group accident insurance as well as 30 days of annual leave

Mrs. Kristina Meixner from the Human Resources Department is looking forward to receiving your online application.
Telephone: +49 711 167 61-559

wevo-chemie.de