

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

# SALES ACCOUNT MANAGER

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 more than 75 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
- Identification and acquisition of new customers
- Consulting 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 customers
- Supporting annual budget planning
- Monitoring customer contracts in collaboration with global colleagues and your line manager
- Representing the company at various events
- Relevant chemical and technical knowledge and experience with encapsulation resins and adhesives
- Very good Microsoft Office skills and experience with ERP/CRM systems
- Competent negotiation partner and solution-orientated team player
- Structured approach, high self-motivation and familiar with working in an international environment, very good language skills (spoken and written), good language skills in Spanish and/or German are a plus, but not required
- Willingness to travel, partly intercontinental

## Your profile

- Degree in chemistry or comparable, ideally with focus on polyurethane, epoxies, silicones, or other plastics technology, otherwise business management with extensive technical/commercial experience in the field of potting, encapsulation, casting, or bonding solutions
- At least three years of work experience in technical sales, ideally in chemistry or electronics or a similar sector
- Experience in the support and growth of key accounts

## We offer you

- Growing and established family-owned company
- Broad and diversified scope of duties with expectation of responsibility for decision-making
- Work from home/remotely
- Structured onboarding, partly at headquarters in Germany
- Long-term job prospects with advanced training and personal development possibilities
- Short and fast decision paths
- Solid benefit package, including performance-oriented bonus, 401k, Medical, Dental, Vision

We look forward to your online [application](#).

If you have any questions, please contact Frank McLain, Director Market Development & Sales, +1 (678) 643 7071 or Mrs. Kristina Meixner, +49 711 167 61-559

[wevo-chemie.de/en](http://wevo-chemie.de/en)