

Are you looking for a new place to work? Do you have experience in commodity or specialty chemical sales? Are you familiar with the coatings, adhesives, resins, or inks markets?

KH Chemicals Shanghai is growing! That is why we have a vacancy for a full-time

Sales Manager Southeast Asia

In this position you will have full responsibility for maintaining and developing existing customers as well as acquiring new customers in Southeast Asia. You close the deals, work with Customer Service and Logistics to insure on-time delivery and drive the process to exceed your customer's expectations. Your customer base will include other chemical distributors as well as end-users. Traveling throughout the assigned territory will be a critical part of your job.

What are you going to do?

- Independently manage the entire sales process for accounts within the assigned territory from enquiry/quotation, to deal confirmation, and together with Customer Service and Logistics manage the logistic process and invoicing.
- Work with the regional headquarters and international offices daily to help manage, grow and exceed your sales targets.
- Proactively develop new customers, new products, and new markets.
- Visiting your customers and prospects on a regular basis with the desire and ability to develop a strong relationship with them that will eventually generate new and increased business.

What we require:

- You have a Bachelor's degree (Business, Chemistry, or Engineering preferred) from an accredited school
- You bring 2 to 5 years' experience in commodity or specialty chemical sales
- Preferably you have experience in distribution and trading
- You have proven negotiation and presentation skills
- You excel in relationship management, communication, and consulting
- You are effective organizational, planning and time management
- You can solve problems and devise solutions for customers
- Self-motivation and strong drive for results is what describes you
- You have an excellent command of the Chinese and English language.

What do we offer?

We offer you a challenging position in an international company. You will work as part of a young team: Besides working hard, the social aspect is important to us. KH is a trading company, so the environment is a dynamic one. It really is a high-speed business!

There is plenty of room for you to realise your ambitions and we will help you to achieve success quickly. This includes a market-based salary.

Who we are?

With an experience of more than 25 years in chemical trading and distribution, KH Chemicals has become a well-established partner in the industry. KH Chemicals is headquartered in Rotterdam, The Netherlands and has regional offices in Dubai, Kiev, Shanghai Dubai and New York. Our global team currently consists of 80 energetic and proud employees. The Shanghai team consists of 4 employees and is still growing. Since the beginning of 2019, KH Chemicals is a 100% member of Ravago Chemicals. More information can be found on our website www.khchemicals.com.