



Idis Group AG is a Swiss based globally active commodity trading company. Our core business is globally sourcing and trading of various raw materials and specialty chemicals for different industries. Our business focuses on activities in Europe, Asia and the Americas.

Become part of our team as:

Business Development Manager EMEA (100%)

We are currently looking for a motivated and passionate Sales Manager to further grow our business in Europe with our increasing base chemicals and industrial minerals portfolio. Together with our professional team you will work on expanding our market presence and focus on business development besides serving our already existing customer base in the area.

RESPONSIBILITIES: <ul style="list-style-type: none"> • Implement our sales strategy across EMEA • Identify and evaluate new business opportunities for industrial chemicals mainly in the business segments coatings, mining and polymers • Take responsible measures to ensure profitable growth • Collaborate with our management from different levels based in different countries • First point of contact for principals and customers for assigned portfolio and customer base 	REQUIREMENTS: <ul style="list-style-type: none"> • Bachelor in natural science studies • Experience either in sales, product management marketing or in research is advantageous • Strong negotiation and communication skills • Excellent presentation skills, ability to develop and create opportunities and close deals • Very good knowledge in Microsoft Office tools • Oral and written proficiency in English (any additional European language is an advantage)
CHALLENGES: <ul style="list-style-type: none"> • Many different applications and industries • Challenging market and supply chain environment • Work location: remote in Europe • Travel 20 – 50% 	POSSIBLE START: immediate start possible SALARY: Depending on your qualifications, we offer a fixed salary and a provision.

Are you interested? Then we look forward to receiving your application to info@idis-group.com.