

To empower our Sales Team, we are looking for a

Sales Representative (Care Division)



Ravago Chemicals is member of **Ravago Group**, which is the number one service provider in the global market of plastics, rubber, and chemicals, serving more than 50,000 active customers, through 325 locations across more than 65 countries worldwide, having long lasting partnerships for more than 55 years and counting more than 8000 employees globally

Ravago Group in Greece is a group of companies specialized in the following fields of activities: Manufacturing, Chemicals, Plastics & Elastomers, Building & Construction Solutions, Renewable Energy & Real Estate. It has a remarkable presence in the Greek Market for more than 35 years and after the recent acquisitions counts more than 400 employees all over Greece.

Position: Sales Representative (Care Division)

Reports to: General Manager

Position Role: Seek new business opportunities, develop existing key accounts, monitoring market trends

Duties & Responsibilities

- Responsible for identifying new customers, expand key accounts
- Analyze customers' needs, evaluate technical requirements, provide appropriate solutions to customers and handle customer complaints
- Prepare and monitor sales contracts
- Prepare monthly, annual and ad hoc reports
- Communicate with current suppliers, negotiate prices, evaluate products
- Handle and manage stocks supplies
- Establish and propose new partnerships and opportunities.

Minimum Requirements:

- BSc degree in the field of Chemistry or Chemical Engineering would be considered as an asset
- 2 years of working experience in technical sales and B2B sales (in Care division would be appreciated)
- Familiarity with a wide range of technical sales channels
- Very good knowledge of MS Office suite
- Fluent in English, both verbal and written
- Ability to travel, according to business needs

Competencies:

- Discover opportunities and products in the market and values the commercial potential
- Identify and organize resources needed to accomplish tasks, monitors performance against deadlines and milestones.
- Communicate his views or statements clearly
- Know the interest and points of view of other organizations during negotiations, take care of a proper preparation before entering a negotiation, look for long-range win-win situations
- Clearly explains the organization's policy and translates it into action
- Encourage others to share their views, emphasize common denominators in a team to reinforce team spirit and the importance of a shared result

What we offer:

- Competitive remuneration package
- Pleasant and modern working environment, convenient location
- Trainings
- Group medical insurance
- Opportunity for career development

After collecting and evaluating CVs, we will contact candidates who meet the requirements to set up an appointment for an interview. It will be kept confidential.

CVs will be filed and processed in accordance with the terms, conditions, and requirements of EU Regulation 2016/679 for the protection of individuals regarding personal data processing.

CVs will be used exclusively to cover the above job position. In case you consent to the use of your CV to cover future job positions, please indicate this in writing when sending your CV.

Interested in joining? Get in touch: hr.gr@ravago.com

(Please have, as an email title, the code SR/RCH)

