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SALES MANAGER DACH

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For a European market leader in firefighting agents and flame-retardant additives & coatings, we are looking for a Sales Manager DACH & Eastern Europe.

Within the business line, the Sales Manager DACH will play a vital role in the DACH-region (Germany/Austria/Switzerland) & Eastern-Europe, one of the key territories for our company. In this role, he or she will be responsible for maintaining and expanding relationships with our key accounts in flame retardant additives & coatings for wood panels, paper & natural fiber-based insulation, while also developing relationships and business with new prospects. His/her primary focus is to understand client needs, ensuring customer satisfaction, and driving revenue & profit growth.

KEY RESPONSIBILITIES

- Execute the annual business plan for the DACH & Eastern-European territory, in collaboration with the Head of Flame Retardant Additives & Coatings
- Build and maintain strong relationships with key business clients.
- Pro-actively prospect the market for new customers within the territory
- Monitor sales volumes on a regular basis versus set budgets and closely monitor forecasts with key customers.
- Collaborate with the team to understand client needs and provide tailored solutions to enhance customer satisfaction & retention.
- Analyze market trends, competitor activities, and customer needs to identify new business opportunities.
- Provide structured market feedback to the Product Management and Innovation team as an input for new product developments/enhancements
- Prepare and present sales reports to Head of business line and colleagues

FUNCTIONAL COMPETENCIES

- Results-driven mindset focused on the realization of set targets & KPI's
- Excellent interpersonal and communication skills, with the ability to build relationships at all levels
- Negotiation skills that drive long term partnerships and maximize customer value
- Analytical thinking and problem solving skills
- Ability to work independently and as part of a team

REQUIRED EXPERIENCE AND KNOWLEDGE

- Master's degree in engineering, chemistry, business management or similar by experience
- Track record of successfully developing and executing business plans and achieving commercial goals in a B2B environment.
- Experience within the sector of Chemicals for Wood-based Panels is a plus (ie Resins, Release agents, Wetting agents, Hardeners, Colorants etc....)
- Languages:
 - Fluent in German (speaking & writing) is a must, native German a plus
 - Fluent in English (speaking & writing)
 - Any Eastern-European language is a plus

