

We have a fantastic opportunity available for anyone looking to start their sales career in the chemical industry. We are looking for an enthusiastic and sales driven person to join our Sales division as a

Junior Sales Executive US & China market m/f, Luxembourg

where you will be trained and developed to be able to progress in to other areas of the business after a successful 6 month probation period.

PURPOSE OF THE ROLE:

This person will generate new business opportunities by strategically identifying, engaging and developing relationships with potential new clients of our industry and across a broad geographical area (US & China).

KEY RESPONSIBILITIES

- To achieve and exceed all agreed performance measures.
- To manage, qualify, develop existing leads and new prospects (outbound and inbound) with aim to produce qualified business opportunities;
- Interact with qualify prospects via telephone, email and face to face; Understand and meet client needs appropriate to their projects
- To proactively target new business and to seek additional revenue streams.
- To liaise with the applicable Sales Managers to pass accurate and timely leads.
- Develop and maintain good and effective working relationships with all internal contacts.
- Fully understand and adhere to all relevant internal processes and procedures.
- Increase levels of appropriate product and service knowledge on current and future products.
- Increase knowledge of the industry and competitor activity to better promote our company
- Maintain full, accurate, honest and timely records.
- Respond to management requests in a timely manner.
- Ability to manage own diary and time effectively.
- Any other duties as necessary to the role.

KEY QUALIFICATIONS & SKILLS:

- Secondary education in Sales or Marketing or International Trade
- First experience of Sales or Business Development. Industry based experience would be an advantage.
- Fluent in English and Chinese. Any other language would be an asset.
- PC literate and able to use basic Microsoft Office packages.
- Business focused with excellent organisational & communicational skills.
- Responsive to coaching and self-development.
- Good presentation skills & an outgoing personality with an entrepreneurial spirit
- Results driven & Self-motivated.
- Confident, open minded with a positive outlook.

OUR OFFER:

- Great job opportunity within a dynamic industry
- A fast-paced and international working environment
- A full-time job based in Luxembourg with worldwide travelling (especially US & China)