

Senior Sales Executive (Chemical Raw Materials)

Industry: Chemical Raw Materials Distribution

Location: Brasschaat, Belgium (Regular travel across European countries required)

Business Scope

We specialize in global premium chemical raw material solutions, with core product lines covering:

- Oleochemicals & Derivatives
- Industrial Chemicals & Surfactants
- Cosmetic Active Ingredients & Functional Additives
- Ink Resins & Additives
- Rubber, PVC Compounds & Processing Aids
- Petrochemicals & Polymer Chemicals
- Fine Chemicals
- Specialty Chemical Products

Qualifications & Requirements**Essential Experience:**

- 10+ years B2B chemical raw materials sales experience

Industry Background:

Established client networks in oleochemicals/polymer materials/fine chemicals preferred

Core Competencies:

- Mastery in strategic client development & partnership management
- Exceptional cross-cultural negotiation skills

Language Proficiency:

Business fluency in English AND Dutch/French (Bilingual capability mandatory)

Compensation Package

Base Salary: Favorable treatment

Variable Incentives:

Short-term:

- Team-based commission pool
- New market development bonuses

Differentiated Benefits:

- Relocation housing allowance
- Comprehensive transportation stipend