

“Ready to ask **more from chemistry** with us?”



With Solar Impulse, Solvay powered a plane around the earth without a drop of fuel.

Join us, the people who ask more from chemistry. More than designing solutions for our customers, we are inventing a new model of sustainable chemistry. At Solvay, you are a catalyst for change, inspired by fresh thinking and teamwork. Whether you see yourself in research, marketing, or manufacturing, Solvay offers you a multinational environment in which to explore diverse career opportunities and a more sustainable future through chemistry.

Ready to develop more than just a career with us?
solvay.com/careers



Inside Sales Development Manager (m/f) in EMEA for Specialty Polymers

Solvay's Business Unit Specialty Polymers offers with over 1,500 products the widest range of specialty polymers in the world. All products are high-tech products sold to mega-trend markets. Co-development with clients over many years and the subsequent high value of products result in excellent customer relations. For an outstanding customer consultation and advancing business opportunities, we are looking for a highly engaged Inside Sales Development Manager (m/f) working from **Düsseldorf** or after one year of onboarding from **home-office** in Germany, starting as soon as possible.

Job Description

- Identify, investigate and follow up on qualified leads in order to grow sales and build new developments with existing customers in EMEA
- Act as a key contact point for customers and give technical advice on new products, applications and trends
- Understand and apply the sales strategy, and promote the value proposition for our broad product portfolio
- Practice value-selling techniques and optimize the product portfolio to maximize business performance
- Develop and initiate customer projects for new business opportunities
- Evaluate and propose innovative solutions for customer problems and coordinate with internal resources when needed to meet customer requests/demands and ensure issues are resolved

Profile

- Academic degree (bachelor or master) in a technical field such as chemistry/engineering/material science
- Professional experience in polymer melt processing is a plus
- Ability to consult both on the technical and commercial side, and communicate/present well in a compelling way
- Being able to use digital tools in an efficient, structured and value-adding way (Salesforce, Picaso...)
- You are an engaged team player, who enjoys to achieve results together with the customer
- You are fluent in German and English and are ready to travel (up to 20%)

We Offer

- Self-dependent working conditions in a dynamic role of an international team with excellent support from the manager and the business unit. Work in one of the world's leading chemical companies with a diverse product range in a business unit with outstanding results. Attractive salary package.

Interested? Please apply via our career site:
solvay.com/careers with below Job Number.

Contact: Mrs. Linda Hösel: +49 511 857 2537

Job Number: GBU007243



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