

## **Global sales projects for a leading chemical process and plant engineering company**

We are Buss ChemTech AG, a small, globally active Swiss company which belongs to an international group. We are active in innovative process technology and plant engineering for the chemical and industrial process industries. We successfully develop and adapt our proprietary process technology (the Buss Loop<sup>®</sup> Reactor) and realize modular plants worldwide, ensuring high process efficiency and quality for our customers. To strengthen our sales team, we are looking for a qualified sales personality (we refer here to men or women) to join as our new

## **Sales Manager Reaction Technology**

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### **Your responsibilities**

As part of a small sales team, you are responsible for the acquisition of new projects in your international sales area. You develop strong relationships with your customers, observe market conditions and anticipate new trends. You coordinate technically challenging projects and maintain customer relations from first contact through realization, while cooperating internally with the project team and externally with business partners.

### **Your identity**

You have a chemical engineering background (BSc/MSc), preferable supplemented with an additional degree in business administration or industrial economics, or you possess respective relevant working knowledge. You have at least five years of international sales experience with capital intensive plant engineering or equipment projects. Good understanding and experiences in the chemical process industry and/or in plant engineering environments would be an advantage. You understand the sales process for long-term projects and have already successfully demonstrated your endurance. You are a convincing communicator. You have a good business sense and have proven your ability to close negotiations. You are flexible and willing to worldwide business travels. Fluency in English is required, preferably you also communicate in German. Languageskills in Italian, French or any other languages would be an additional asset. Swiss or EU/UK citizenship or valid working permit for Switzerland is required. You already live in Switzerland or are willing to relocate to the region of Basel.

### **Your prospects**

You will join a small sales team in a very international and successful engineering company. The multidisciplinary environment enables you to develop both professionally and personally. You will enjoy a modern work environment and infrastructure near Basel, easily accessible also by public transportation means. You will also benefit from a permanent Swiss work contract, an above average salary package, and good social benefits.

If you can identify yourself with the requirements of this challenging position, we kindly ask you to send your application and CV to our mandated personnel consulting company. For further information please directly contact Daniel E. Heri.