

## **JUNIOR SALES PROFESSIONALS**

### **Who are we?**

**HSH Chemie is the No. 1 Chemical Distributor in Central and Eastern Europe with more than 30 years of experience and 13 office locations in CEE. Privately owned company has its Headquarters in Hamburg and provides services in more than 30 countries within CEE. With more than 250 employees, the HSH Chemie dynamically improves its market position.**

We are looking for communicative self-driven people with strong interests in sales within the chemical industry, **to strengthen our Sales Force in Bulgaria.** In this regard, **we invite you to join as Junior Sales Professionals for the needs of Personal & Home care (PHC) Sales Team or Plastic & Rubber (PR) Sales Team.**

It would be nice if you already have some previous work experience, but it is not a mandatory requirement. Depending on your personal skills, internal drive and evaluated performance in the company, you will have the opportunity for growing with us!

### **Your job role and responsibilities:**

- » Prepare Purchase orders;
- » Prepare Offers to customers;
- » Follow up pending orders with logistic department;
- » Communicate with customers and vendors;
- » Track warehouse stock positions and make proposals for replenishment;
- » Draft sales statistics and assists Sales manager in preparation of reports;
- » Identify new leads, prospects customers, contact and develop the leads into buying customers;
- » Joint customer visits with Sales Manager;
- » Desk sales to small accounts;
- » Report to Sales Manager (PHC/ PR) and Managing Director.

### **Your profile - skills and expertise:**

- » University degree – preferably in Economics, Chemistry, Biotechnology, Molecular Biology or similar;
- » Good communication, commercial negotiation and presentation skills;
- » Very good knowledge of Microsoft Office, especially Outlook, Excel and PowerPoint;
- » Good command of English language (ability to communicate clearly both verbally and in written);
- » Ability to organize and prioritize daily tasks in favor of team's best interest;
- » Team player, responsible, proactive and friendly attitude;
- » Curious and willing to adapt fast and to learn new skills.

**Our offer to you:**

- » A long-term cooperation in a family-run company;
- » Friendly teamwork environment, low hierarchy culture and flexible decision-making processes;
- » Clear goals, tasks and responsibilities;
- » Freedom to express and discuss your own ideas, many challenges and a lot of fun;
- » Initial company training and opportunities to develop further your skills and to advance your career in a successful multinational organization;
- » Standard working times and transparent employment conditions;
- » Attractive remuneration package and additional employee benefits.

**With more than 250 employees, the HSH Chemie Distribution Group has been growing very fast to become a leader in the chemical distribution business. Therefore, it is our aim to attract the best employees in the business, and to invest in their personal development.**

**Interested? Ready to take this opportunity?**

**Please send us your full job application (your CV with a recent photo and your motivation letter) today to: [hr.bulgaria@hsh-chemie.com](mailto:hr.bulgaria@hsh-chemie.com)**

All applications will be treated in strict confidence. Only short-listed candidates will be invited for an interview.

**Thank you and good luck!**

Your personal data will be used for the sole purpose of the recruitment process and all records will be destroyed once the process is completed. For further questions, objections and complaints relating to the collection, processing, storage, and destruction of your personal data you may contact our colleague Ginka Tabanska - 1680 Sofia, 90, Blvd. Bulgaria, floor 3.

**To learn more about us, you can visit our corporate website: [www.hsh-chemie.com](http://www.hsh-chemie.com)**