

## **Cement Additives Business Responsible**

### **Responsibilities:**

- Develop and maintain excellent long-term relationship with the Company's clients
- Is involved in the commercial terms negotiation with the customers
- Is responsible for the sales turnover and profitability for the allocated market
- Maximize the development opportunities through a strong and valuable presentation of the Company's solution
- Participate actively at the field trials with the Company's solution
- Elaborate periodically specific reports and presentations
- Resolves the customers problems and reports
- Implements the credit policy of the Company, assuring the collection on time of the debts

### **Requirements:**

- Technical background, with finalised studies
- Preferably existing a period of production activity, in a cement plant and knowledge grinding process (not eliminatory)
- Commercial experience mainly in B2B sector, or able to achieve
- Very good communication skills both in Romania and English, verbal and written
- Good negotiation skills
- Good presentation skills at a professional level
- Result oriented and winner mentality
- PC user (Microsoft Office)
- B driving licence and availability to travel in the country and abroad

**We are offering a professional working environment, competitive salary and bonuses according to the performances and all the tools necessary for the job.**