

Innospec is a global specialty chemicals company focused on bringing to market innovative new technologies combined with fast and responsive service.

We serve a range of industries across the world, bringing our products to customers in markets ranging from the oilfield to fuels, refineries and power stations to personal care.

For the market in Hungary we are looking for a (technical) Sales Manager (m/f) within our Fuel Specialties Team

## Role and Main Responsibilities

- ❖ Develop and implement sales strategy for all Fuel Specialties products within Hungary and surrounding territories i.e. Slovakia.
- ❖ Managing all aspects tender processes including preparation of the necessary information, submission of the documentation and subsequent negotiations
- ❖ Managing resources and sales activities including the flow of technical service requests from customers
- ❖ Identifying new attractive customers and developing profitable sales in line with Fuel Specialties strategy
- ❖ Pro-actively developing new and existing relationships with customers and exploring new opportunities
- ❖ Responsibility for the collection of appropriate receivables

## What we offer

- ❖ International career-development opportunities
- ❖ Highly professional working environment
- ❖ Room for individual ideas and creativity
- ❖ Regular training

## Role Requirements

- ❖ Strong Communication Skills
- ❖ A high degree of self-initiative
- ❖ Creativity paired with an open mind set to develop new business opportunities
- ❖ Ability to conduct and coordinate multi-level project work
- ❖ Excellent Master's degree in Chemistry, Process Engineering and / or Economics
- ❖ Technical understanding and business minded
- ❖ Fluent in Hungarian and English; German, Slovak or Croatian a plus
- ❖ Good influencing skills
- ❖ Excellent presentation skills