



As innovative and international operating family-owned company in the field of surface coating, the GOTEC Group is a strategic partner of the automotive industry. We offer standardized processes for surface treatment and bonding of metal and plastic parts in over 17 locations worldwide and are always sourcing suitable and committed employees. Currently we are searching for a motivated and self-driven:

Business Development Manager, Fuel-Additive (m/f/o)

Location: Wülfraath / Home-Office

Key skills & experience:

We assume that you think and act independently and entrepreneurially and that you are a motivated, pragmatic and organized team player with "hands-on"-mentality, who is also familiar with common Office products. In addition, we require:

- Professional education in the chemical-/technical area or comparable professional experience
- Sales experience, ideally in the chemical sector
- Strong customer orientation & technical minded
- Willingness to travel (approx. 25%)
- Business relations to / existing network in Africa advantageous
- Fluent written and spoken English

Essential Duties and Responsibilities:

If you would like to face the exciting challenges of the automotive industry and you are able to keep cool even in stressful situations, the following activities await you after an intensive training:

- Systematic development of new business areas
- Design of specific business models and implementation strategies
- Identification of opportunities in foreign markets (ideally Africa)
- Analysis of competitors and potential customers
- Acquisition of new customers and active development of sales and marketing strategies
- Coordination of negotiations and status meetings with business partners
- Consultation and communication with the customer before, during and after conclusion of the contract
- Goal-oriented management, control and organization of the entire sales processes

We offer:

At GOTEC you can expect challenging activities in a dynamic team with flat hierarchies, as well as excellent professional development and promotion opportunities. Of course, we provide you with a modern workplace including up-to-date technical equipment and offer you an attractive salary package and a company car.

Please prepare your application/resume including your salary expectations to: hr@gotec-group.com