

United Arab Emirates Jobs Expertini®

Techno-Commercial Specialist - Kinetic

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Company: Talent Pal

Location: Sharjah

Category: business-and-financial-operations

Kinetic is working with a leading Chemical company who are hiring a Techno-Commercial Specialist to be based in Sharjah.

Please note that you must meet all the criteria set out below for your application to be considered. Suitable candidates will be contacted within 5 working days. If you are not contacted by us within that time please consider your application unsuccessful on this occasion.

Key aspects of the role include:

Identify and pursue sales opportunities to meet and exceed assigned targets.

Build and maintain a strong sales pipeline and sell portfolio to potential customers.

Develop and maintain relationships with key stakeholders.

Provide technical support and guidance to customers including specifications and applications.

Conduct market research to identify potential customers and market trends.

To be successful you will need to meet the following:

Must have a minimum of 5-7 years of techno-commercial experience within the PVC Industry.

Experience with Paint additives technical background with commercial acumen OR

Experience with Pigment/Coating commercial background with sales development skills.

Must have worked in the EU or for the EU.

Strong technical knowledge of PVC processing formulation product applications and industry standards.

Possesses strong business acumen and tactical thinking.

Excellent communication skills.

Applicants should be available for face-to-face interviews in the location mentioned above.

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