



*AF Chemicals Ltd is a Swiss based leading provider and processor of fluoride based raw materials with global sales activities and local representations in Asia and Eastern Europe.*

**What we offer:**

- Challenging and innovative environment
- Possibility to enlarge your potential and supports you in making your next career step.
- Flat hierarchy and open-door policy
- Strong Team
- High degree of autonomy

To support the ongoing expansion, we are looking for an:

## **CHINA AREA SALES MANAGER - STEEL FLUXES**

**Your Responsibilities:**

- Identifies new prospects and establishes new customer relationships in India (P&L responsibility)
- Performs desk research and creates market statistics
- Manages existing relationships with customers
- Develops and maintains accurate knowledge of assigned accounts and/or industries
- Works out proposals as well as negotiates contract terms with customers
- Cooperates closely with Middle-Office / Logistics department to ensure smooth contract execution
- Updating and development of internal sales/trading-systems and reporting tools on a regular basis
- Frequent national travelling and once in a while international travelling

**Skills and Experience you bring along:**

- Entrepreneurial mindset, self-driven, quick grasp and an above average commitment
- At least 3 years' experience in a technical or sales position in the Indian Steel Industry or in Fluxes for the Steel Industry or Fluorspar (CaF<sub>2</sub>) Industry
- Experience and track-record in sales, Strong ability to identify opportunities and transforming them into results
- Excellent communication skills, both internally and externally, written and oral English skills is a must (Any other language is an advantage)
- High service orientation, hands on mentality and attention to detail
- Excellent computer skills, especially in Excel

This position is based in Shanghai with frequent national travelling and once in a while international travelling. Seeking for the **most talented professionals** we are looking forward to receiving your full application and CV with picture. Please send all documents to: [hr@afchemicals.com](mailto:hr@afchemicals.com).

**Be part of a globally operating company - apply now!**