



Company Description

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.

To support the ongoing expansion, we are looking for a

Technical Sales & Innovation Manager

In this role you should be a professional with at least 7 years experience in a technical or sales position with a very good understanding of the production and development process of iron and steel.

Responsibilities:

- Identifies new prospects and establishes new customer relationships on a global scale (PnL responsibility)
- Performs desk research and creates market statistics
- Manages existing relationships with customers
- Develops and maintains accurate knowledge of assigned accounts
- Works out proposals as well as negotiates contract terms with customers
- Identify new applications where the product can solve emerging customer problems
- Cooperates closely with Middle-Office / Logistics department to ensure smooth contract execution
- Updates internal sales/trading-systems on a regular basis

Desired Skills & Experience

- 7-10 years experience in:
 - raw materials or in fluxes for the Steel Industry
 - a sales environment, especially with R&D-driven products
 - research methodologies and product development cycles
- Excellent technical skills in steel production
- Strong ability to stay ahead of industry trends, leveraging creativity and transforming them into results
- Excellent communication skills, both internally and externally in English
- Self-driven and entrepreneurial thinker high service orientation
- High ability for networked thinking
- Excellent computer skills, especially in Excel

We offer a dynamic, innovative and challenging environment. We ask for a high flexibility from you and in return offer a high degree of autonomy. This position will be preferably based in **Visakhapatnam, India** with frequent national travelling.

We are seeking for the most talented professionals and are looking forward to receiving your application and CV with picture. To apply click [here](#)