

Methanex Europe currently wishes to fill following vacancy:

Sales Manager

Main Assignments and Responsibilities

The Sales Manager within Methanex Europe is primarily responsible for the development and maintenance of profitable methanol sales in different markets and regions – UK, Benelux, Germany, Eastern Europe, South Europe, ... In other words, the Sales Manager is responsible to create and identify new business opportunities while at the same time maintaining effective and profitable management of the existing accounts.

In order to reach this objective, the Sales Manager assumes the following tasks and responsibilities:

- Develop new customers, new relationships and new markets
- Retain business with existing clients by maintaining strong customer relationships that enhance the image of Methanex as preferred supplier
- Participate in the strategy formulation for the European Region
- Create and update Key Account Plans – Communicate these within the region as well as globally
- Assist in the establishment of the annual sales plan – requires proper follow-up
- Management of pricing - Play an important role in the quarterly pricing methodology
- Implement and administer new and existing contracts ensuring quality and timely delivery while at the same time maintaining acceptable net returns.
- Initiate and maintain the information network in order to assess sales opportunities and optimize price negotiations.
- Sales responsibility above 100 Million USD.
- Work with Finance to ensure proper credit risk management.
- Work with Customer Sales Representatives to ensure proper handling, costing, planning and reporting.

Candidate Profile for Sales Manager

- A university degree and a MBA from a top business school
- Very strong & well developed communication & interpersonal skills - the relational ability of building contacts and developing relationships
- An entrepreneurial mind - very eager to develop new business opportunities
- Well-developed negotiation skills
- Client-oriented
- Very results-driven
- With growing potential
- Demonstrate strong conceptual/strategic thinking
- Autonomous in the way you work
- Open to travel mainly in Europe
- Perfectly fluent in English
- Teamwork skills

A minimum of 5 to 8 years of experience in a challenging sales-driven environment with proven experience in:

- High level negotiations with international/global clients
- Long term Key Account planning is essential
- Consultative selling
- Supply chain and logistics solution offering
- Contract formulation of customized deal