

Position	:	Sales Manager	Hellyar Plastics Polska
Reports to	:	Managing Director Regional Sales and Development Director	Hellyar Plastics Polska Hellyar Plastics Polska

This position has a critical role in new sales development in the region, supporting the growth ambitions of Hellyar Plastics Polska and cooperating with the customer service/sales order processing function at the appropriate time.

The company:

Is recognized as the leading independent UK compounder with new overseas production in Poland for sales to Central Europe and Germany. The company is 60+ years old and privately owned with an extremely strong financial position.

The company would like to develop new compound leads, in and outside of its traditional markets, in order to further expand sales and production levels in Poland.

The company therefore seeks to employ a Sales Manager / Sales Development Manager or Specialist in order to break into new customers and new compound markets in the Polish market and surrounding markets agreed internally to provide day to day business coordination and technical support to customers.

The role: Development of sales / new customer implementation

- Knowledge of the Polish market, ideally in our Product areas.
- Proven sales experience in the Polish market, ideally in our Product areas.
- Good technical understanding of polymers, compounds.
- Fluency (spoken and written) in English, Polish.
- Strong personal attributes such as a determination to succeed and a very persuasive nature.

The candidate will focus on opening new doors, creating new profitable business and managing company sales.

Products: Polymer Compounds (mainly filled PP and coloured ABS).

Main duties and responsibilities:

Sales and sales development: Major task for this role is to focus on visiting new customers, gaining new targets, and implementing our Products.

- Identify new target customers which will be defined and established. Negotiate and sell products to new customers.
- Communicate clear sales conditions to the internal sales and financial dept. in the company; price, quantity, payment terms, packing, logistics terms, delivery dates, all in line with company policies and internal agreements.
- Follow up on pending orders with the sales and logistics team to ensure OTIF. (if necessary)
- Develop and nurture relationships with key stakeholders in the company (management, purchasing, quality, supply chain, technical, etc.).
- Grow sales in Central Europe and other local markets / agreed leads internally.

- Build a pipeline of new business opportunities using either the existing compound development system or a similar approach so that company can understand the timing of future growth of the business.
- Develop and nurture relationships with customers.
- Develop and recognize demand of customers and their requirements for PIR and PCR compounds, identify targets, demand, requirements and communicate internally.
- During development of this role, become a part of the development team in recycling/circular economy (cooperate with technical team to establish a product range based on resources and requirements from customers).
- Quickly and effectively achieve agreed sales targets and sales bonus.
- Contribute to developing a successful sales strategy in agreed areas.
- Provide regular market updates to the Managing Director and Regional Sales Director in order that the company can best support sales to Central Europe.
- Work closely with the sales team to coordinate and support the sales effort.
- Build an effective network of industry contacts to enable the company to be recognized as a player in the market.
- Actively promote existing products as well as newly developed technologies.
- Oversee effective customer complaints resolution.
- Provide the initial point of contact for technical support to customers in the region.

Location of Employment:

2/3 months during compounds training at Łowicz, after this period visiting customers as main task for this role, work on home-based, other details to be mutually agreed, for instance, 2 days per week at Łowicz if necessary.

Skills, knowledge and experience:

- A highly communicative and persuasive sales person.
- An entrepreneurial individual highly self-motivated and result focused.
- Fluent (spoken and written) in English, Polish.
- Based in Poland.

Education and training:

- Ideally educated to degree level in relevant subject (for instance Business, Chemistry or Polymers).
- Technical knowledge of polymer raw material.
- A minimum 3 years' experience in polymers, compounding, sales, marketing, and /or business management.