



tremco illbruck is a European manufacturer and service provider of high-performance, sealing, bonding, waterproofing and passive fire protection for the construction and manufacturing industries. With more than 1,100 employees at 25 locations in Europe, Africa and the Middle East we achieve an annual turnover of EUR 315 million. tremco illbruck is one of six independent business units of RPM Inc., a world leader in specialty coatings.

To further successfully grow our Industry business unit and its department “Glazing” we are looking for an ambitious and experienced:

Key Account Manager Insulating Glass (IG) and Structural Glazing (SG) Sealants Eastern Europe (f/m)

Full Time (Home Office)

As a member of our sales team, you are responsible for selling and advising customers regarding specialized products such as sealants, spacers and complementary products for manufacturing of insulating glass and installation of glass units on facades. Being an integral part of our powerful sales team, you effectively develop and grow strategic business opportunities in Eastern Europe and cultivate new ideas using different sales channels. Our professional marketing, technical service & application management teams will support you all the way. Your clients and prospects segment consists of glass processors and applicators in PL, CZ, SK, SL, HU, UA, MD, BR, RU.

Your Tasks

- › Sales field work on site at existing customers for quality and highly specialized glazing products throughout Eastern Europe
- › Actively enlarge our network, acquire new customers and strengthen the existing client-base
- › Develop and execute of additional value-based and system-related sales strategies
- › Build strong business alliances, negotiate supply shares, pricing and conditions
- › Commercialize our product and solution innovations in the market
- › Work closely together with the sales director, customer service, technical support as well as colleagues from all over the organization dealing with glazing solutions
- › Participate at trade fairs, congresses and other events and present our company and portfolio

Your Profile

- › Experienced in selling technical products within the glazing industry
- › Familiar with sealants and bonding products and their application
- › Skilled in commercial negotiations
- › Highly customer-oriented and focused on performance
- › Communicative team player and motivated self-starter
- › Willingness to travel up to 80% within Europe
- › Fluent in Polish and English (reporting language in the company) – knowledge of other languages (especially Russian, German) advantageous
- › You want the success!
- ›

What we offer

- › A versatile and international task in an open and attractive, modern working environment that is characterized by teamwork and a cooperative management style
- › Flat hierarchies with open communication
- › Intensive training and individual personal development programs to effectively support your training on the job
- › Periodic team meetings to encourage team coherence, mutual understanding as well as cross functional collaboration
- › Competitive salary & bonus scheme
- › Company car also for private usage
- › Home office
- › Part of a growing international Group

Does this sound like your next challenge?

We are looking forward to receiving your complete application. Please send it via email as pdf attachment including your salary requirements and availability to: hr_contact@tremco-illbruck.com

Contact

tremco illbruck Group GmbH, HR Department, Von-der-Wettern-Str. 27, 51149 Köln. www.tremco-illbruck.com

In order to offer you a great candidate experience, we might forward your application within our company. If you do not agree with that please make sure to mention it in your email and cover letter.