



FIBER TECHNICAL SALES REPRESENTATIVE

LOCATION: CASTELLBISBAL (POSSIBILITY HOME OFFICE WED & FR)



YOUR RESPONSIBILITIES:

Manage and sell products and technical tests that meet requirements of each customer, negotiating the sales conditions: price, rebate agreements, etc., to reach the turnover of the Fiber Business Unit.

Essential Functions:

- Develop and manage client relationships to drive business growth and identify new sales opportunities.
- Promote and position new products in the market, supporting their successful introduction to customers.
- Conduct regular client visits to strengthen partnerships and expand commercial opportunities.
- Prepare and deliver tailored commercial proposals, negotiating terms and closing sales agreements.
- Identify customer needs and coordinate with internal teams to provide effective technical and commercial solutions.

- Collaborate with the technical application team to support product implementation and industrial trials at customer facilities.
- Represent the company at national and international trade fairs, promoting products and building strategic industry connections.
- Support marketing initiatives by providing market insights and customer feedback.
- Monitor customer accounts and ensure ongoing satisfaction to promote long-term partnerships.
- Participate in cross-functional and international meetings to align commercial strategies and business objectives.
- Prepare and present business fiber and sales activity reports.

YOUR QUALIFICATIONS:

- Degree in Chemistry (Organic Chemistry, Materials).
- Postgraduate studies or courses in B2B sales (preferred).
- Training in negotiation and technical sales (preferred).
- Minimum 10 years of professional experience in the chemical or chemical fibers sector.
- Sales experience is valued (candidates without sales experience will still be considered).
- Consultative sales experience, including industrial product trials at customer facilities.
- Market development and business growth.
- Professional proficiency in English. Spanish and Catalan are a must.
- Specific Technical Knowledge in Chemical fibers
- Ability to explain technical applications to customers.
- Willingness to travel.

HAVE WE SPARKED YOUR INTEREST ...?

We look forward to receiving your application – apply now.

Kindly send your application to:
judit.pascual@pulcrachem.com

We look forward to hearing from you.

