



## TEXTILE COMMERCIAL TECHNICIAN

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 Textile 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.

### YOUR QUALIFICATIONS:

- Bachelor's degree in Chemical Engineering, Chemistry, or Textile Engineering.
- Postgraduate studies or courses in B2B sales (preferred).
- MBA or Master's degree in Industrial Marketing (preferred).
- Training in negotiation and technical sales (preferred).
- 2–5 years of experience in industrial B2B technical sales.
- Experience in textile chemical applications or specialty chemicals.
- Consultative sales experience, including industrial product trials at customer facilities.
- Market development and business growth.
- Professional proficiency in English.
- Spanish and Catalan is a must.
- Office, SAP (suppliable)

- 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 textile and sales activity reports.

### HAVE WE SPARKED YOUR INTEREST ...?

We look forward to receiving your application – apply now.

Kindly send your application to:  
**[judit.pascual@pulcrachem.com](mailto:judit.pascual@pulcrachem.com)**

We look forward to hearing from you.

