



TECHNICAL SALES REPRESENTATIVE – AUXILIARY CHEMICALS FOR THE LEATHER SECTOR

LOCATION: ARZIGNANO (VI), ITALY



YOUR RESPONSIBILITIES:

- Business Development: Manage and consolidate the existing client portfolio (mainly in Northern Italy) and identify new market opportunities.
- Technical Assistance: Provide high-level consultancy directly at clients' sites, conducting technical trials, application tests, and demonstrations on product effectiveness.
- Problem Solving: Analyze the client's production issues and propose tailor-made solutions through a highly consultative approach.
- Internal Collaboration: Constantly interface with Research and Development (R&D) laboratories and commercial management to align the offering with market needs.

YOUR QUALIFICATIONS:

- Education: Diploma and/or Degree in Chemistry, tanning, or equivalent technical-scientific disciplines.
- Experience: Consolidated background in the role of technical sales representative or application support technician within the tanning chemicals industry.
- Interpersonal Skills: Dynamic approach, strong communication skills, and highly goal-oriented.
- Soft Skills: Excellent negotiation skills and autonomous management of time and priorities.
- Languages: Good written and spoken knowledge of the English language.
- IT: Excellent proficiency with PCs and the Office Suite.
- Mobility: Willingness to travel and undertake business trips nationwide and occasionally abroad.

WE OFFER:

- Placement within a solid, innovative, and sustainability-oriented international environment.
- Compensation package commensurate with the candidate's actual experience, including work tools (company car, PC, smartphone).

HAVE WE SPARKED YOUR INTEREST ...?

We look forward to receiving your application – apply now.

Kindly send your application to:

mattia.morini@pulcrachem.com

We look forward to hearing from you.

