



Account Manager & Specialist Market Development and Project Management



LOCATION
Ljubljana



COMPANY
BASF Slovenija d.o.o.



CONTRACT TYPE
permanent

RESPONSIBILITIES

Account Management:

- As Account Manager you will be responsible for maintaining and developing **key customers relations** in Austria, Slovenia, Croatia and Serbia in **paint & coatings industry**.
- You will develop **new accounts** and identify sales opportunities and new profitable business as well. **Price negotiations** will be a part of your job as well. You will be responsible for **technical service** and will support the customers in terms of applications of our products.
- You will have a collaborative and goal-oriented attitude towards the relevant business unit. You work on the maintenance of long-term competitiveness of the BASF group representing BASF's interests and corporate values.

Market Development & Project Management:

Lead creation:

- Identify and translate local market trends into business opportunities by systematically scanning the market of chemical industry.
- Facilitate the process of creating BU business opportunities.

Project Management:

- Coordinate and support projects agreed with Local Sales Managers or other sales colleagues
- Be the local focal point for Market Development Plans

Market Intelligence:

- Generate and manage market intelligence based on focus areas
- Innovation: market screening and contact with startups
- Sustainability: generate market intelligence about the relevant situation

Customer Centricity:

- High Level Customer Visit support

Networking:

- Establish contact and develop relationships with relevant companies and industries in agreement with BUs and MD

QUALIFICATIONS

- You have **university degree in chemistry, chemical engineering or similar technical education**.
- Preferably you have **technical experience in paint & coatings industry** as well as **experience in sales** and strong affinity with procurement and/or supply chain.
- You are analytical, have a strong commercial approach, like to build and maintain a professional network and you possess strong communication skills.
- You are fluent in Slovene and have a good command of written and spoken German and English as well.
- You possess driving license of B category.
- Flexibility and mobility also belong to your personality.

BENEFITS

- Challenging tasks in a dynamic and future oriented business environment
- Interesting assignment in an international team
- Extensive development opportunities and a compelling compensation package

At BASF, the chemistry is right. Because we are counting on innovative solutions, on sustainable actions, and on connected thinking. And on you. Become a part of our formula for success and develop the future with us – in a global team that embraces diversity and equal opportunities irrespective of gender, age, origin, sexual orientation, disability or belief.

Together we can accomplish everything. Through the power of connected minds.

We are looking forward to your e-mail application with a CV to mirela.andjelkovic@basf.com.

We are happy to answer your questions: Email: mirela.andjelkovic@basf.com.

*We thank all applicants in advance for submitting their resumes in English language only.
Please note that only selected candidates will be contacted.*