



With a company history of almost 200 years, the [Baerlocher Group](#) is one of the world's leading additive suppliers. Our modern company is globally represented and thus combines the advantages of a medium-sized family business with an internationally operating group of companies. We welcome diversity and work in intercultural structures where our values of respect, integrity and excellence are lived. Due to our steady growth we are looking for you as:

## Regional Sales Manager – Poland (m/f/d)

### Your tasks:

- Compile sales strategy and action plans incl. terms/conditions for regional key customers in the polish market
- Ensure implementation, recording of progress and utilization of all resources in order to service the market
- Align activities with key account managers for european accounts with footprint in Poland
- Acquire new customers in alignment with the defined sales strategy
- Cooperation with technical sales management and handling of first level application support
- Proactive communication of market trends and development of sales potentials

### Your profile:

- Successful graduation in business administration and/or chemical, plastic engineering
- Strong technological and market knowledge relating to PVC, regional market insights
- Senior Sales Management Experience within Europe and proven track record
- Expert in modern Sales and marketing methods
- Polish native speaker
- Fluent in English (German is an advantage)

### We offer:

- A diversified area of responsibility with high degree of creative leeway
- Flat hierarchies in a family business with individual development opportunities
- Flexible working time models and the possibility for mobile working
- Attractive and fair compensation
- Company pension plan
- Company restaurant with employer-sponsored discounts
- Additional offers such as company bicycle leasing and team events



we add character to plastics  
Respect Integrity Excellence

We are looking forward to receiving your application at [HRM@baerlocher.com](mailto:HRM@baerlocher.com)