



A unique passion for chemistry, a clear focus on customer needs, and perfected production processes - that's Bussetti. 1,000 customers in 90 countries all over the world rely on the defoamers, release agents, emulsifiers, and auxiliaries designed for applications in the biotechnology, paper & pulp, wood-based material, leather, textile care and architectural coatings & building materials industries. The Austrian family-run business was established in 1930 and still has its headquarters in Vienna's Hernalds district. Production is based at the company's own factory in Marchtrenk, Upper Austria.

Do you have a passion for sales?

Then apply for a position as an

International Sales Manager (m/f/x)

for food and biotechnology auxiliaries

Tasks:

- Customer support & acquisition: technical consulting and commercial negotiations
- Conducting operating trials
- Responsible for revenue and margins
- Design and implementation of country-specific sales strategies (incl. market analysis)
- Establishing and managing distributor networks

Requirements:

- Solid understanding of the technology and processes. Ideally a qualification in chemistry, food technology, or biotechnology (e.g. higher-level secondary technical college (HTL) or similar)
- Additional business training is an advantage
- Minimum 3 years' experience in technical sales (ideally raw materials/auxiliaries)
- Good MS Office skills and English skills (German and other languages are an advantage)
- Strong customer focus, & enthusiasm for selling products requiring explanation
- Internationally mobile (approx. 50 % travel activity)
- Networked thinking and working

We offer:

- Interesting and challenging work
- The opportunity to develop yourself according to your individual strengths and personal priorities
- True team spirit and a positive working atmosphere

The minimum gross salary for this position is EUR 3,500 per month. We are expressly willing to pay above standard market rates depending on qualifications and experience.

We look forward to receiving your application. Please submit your application to: Bewerbungen@bussetti.at