



Be part of an amazing success story!

Huayue New Materials was born 20 years ago from the will and dedication of two construction engineers who had a passion for making better insulation materials. These technologies are at the heart of many residential, commercial and industrial projects and applications from residential construction and making it save energy, tank and tank base so that they can be used for creating a cryogenic environment for storing special substances. Out of this passion resulted in the creation of one of the global major foam cellular glass producers in the world. Offering to its customers globally the widest insulation materials portfolio in the various industries. We are an innovation oriented high-tech enterprise which today has a group of senior and passionate researchers in the insulation industry giving us the means to growth and the way to future. In the last five years we have added three new major manufacturing units to meet the market demand. We are a team of 900 dedicated and passionate professionals and are looking for our:

Senior Sales Manager for a Sales Territory in Europe

Essential Responsibilities

- Identify and manage customers, grow profitably the Revenue base in your territory and increase market share for our Huayue and BoroCell product lines
- Set up territory sales strategy, design & steer marketing resources like trade shows
- Identify and manage agents and distributors.
- Develop and follow up large projects and ensure their success in coordination with the Headquarter in China.
- Collect and feedback competition situation, product performance, including price and market demand of products.
- Prepare sales budget target proposal and track sales development by preparing forecasts and annual/monthly sales reports.
- Based on your experience provide customers with the basic technical support and solutions or work with our technical team to provide it.
- Follow up and collect receivables.
- Extensive business travelling to customers and trade shows internationally

Essential Skills

- BS or MSc in Construction Engineering or Business education
- 10 years experiences in the Insulation manufacturing markets in sales or technical sales.
- Knowledge of the customer base and established relationships in the Insulation manufacturing market.
- Excellent communication skills with technical and commercial acumen.
- Utilizing a CRM to manage sales task, pipeline and closing
- You are a Team player with experience of international teams.
- Strong sense of responsibility, driven, energetic, self-motivated.
- Business fluent English skills as well as other European language (s).
- Familiar with computer.
- Location: You are based in the E.U

Salary & Performance Incentives

- To grow our business and keep us one step ahead, we want to attract, engage and retain the best people in the industry, we can tailor a highly competitive salary and benefits package for the right person.
- Please send your CV and application to hr@huayuecorp.com