

PR/087693 | Sales Manager – Epoxy Resin (m / f / d)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1624030

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 11:04

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

OVERVIEW
Our client is a well-established international chemical company with over 50 years of successful operations across Asia, Europe, and US. Engaging in a variety of chemical materials: polyurethane, acrylate, epoxy, resins, diluent, hardener, composite, and much more.

KEY REQUIREMENTS:

- Strong background in B2B Sales or Business Development from the Chemicals industry
- Experience in epoxy, resins, adhesives, or coating industry
- Business German and English communication skills

JOB RESPONSIBILITIES:

- Develop and expand B2B customer accounts in the chemical industry, focusing on epoxy resins, hardeners, and related products.
- Accountable for German and European markets
- Build and maintain strong client relationships through regular communication, order and delivery coordination, and accounts receivable management.
- Prepare and present regular sales forecasts, reports, and performance updates to management.
- Negotiate pricing, terms, and supply agreements with key customers and distributors.
- Collaborate closely with HQ for production planning, delivery coordination, and customer requests.

JOB REQUIREMENTS:

- At least 5 years of experience in B2B Sales, Business Development, or Account Management from the chemicals industry (Epoxy resins and related products)
- Practical experience in new market penetration and expansion
- Well-versed in chemicals and plastic products
- Flexible and willing to travel for business trips
- Driving license class B
- Eligible to work in Germany
- Ability to travel across Europe without restrictions
- Able to be based at the office in Eschborn

BENEFITS:

- Base salary: 75,000€-100,000€ per annum
- 30 days of annual leave
- Incentive programs based on achievements (year-end, individual, and sales incentives)
- Reimbursement for costs associated with a personal or leasing vehicle (including depreciation)
- Laptop and mobile phone are provided

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Company Description