

CAREERS AT CHEMSERVICE

Sales Manager (m/f/d)

LOCATION	Worms, Germany – hybrid working model, place of residence anywhere in Germany
EMPLOYMENT TYPE	Full-time, permanent
REPORTING LINE	Directly to the CEO
TRAVEL	Approx. 30%, mainly within Europe

About Chemservice

Chemservice is an international consultancy specialising in regulatory and scientific services in the chemical industry. We support our clients in implementing complex regulatory requirements, combining scientific expertise with a deep understanding of international markets. More than 100 employees at locations in Europe, Asia and North America work for global chemical groups as well as for technology-driven mid-sized companies.

In the coming years we aim to further extend our leading market position and strategically develop our organisation. To this end, we are seeking for an entrepreneurial individual who will work directly with our senior management and build out Chemservice's sales function.

Your role

As our Sales Manager you will be responsible for the Chemservice Group's new customer business. You will acquire companies that do not currently work with us– with a focus on those areas of the chemical industry where product innovation and new regulation intersect. Today these include specialty chemicals and adhesives, electronics and battery chemistry, or manufacturers outside the EU that need access to the European market.

You will work directly with the CEO and leaders of our five service units. For each proposal you will have a designated technical contact to support you: the organization provides the regulatory expertise, while you lead the sales process.

Your responsibilities

- Acquire new customers– from the target customer list and first contact through to closing the deal
- Steer into growth segments and expand your own network there
- Work with our specialist departments to assess needs, prepare proposals, negotiate prices, and close deals
- Cross- and upselling to selected existing clients – in collaboration with the responsible project leads
- Translate regulatory developments into concrete sales triggers
- Establish sales management: target customers, pipeline, forecast, CRM
- Represent the company at industry's trade shows, conferences, and association events, and consistently follow up on contacts.

Your profile

- Several years of experience in actively acquiring new customers for complex B2B services – demonstrated through customers you have personally acquired, not through managing existing accounts
- A solid understanding of the chemical industry: value chains, market participants and the regulatory framework (REACH, CLP, biocides, safety data sheets)
- Confidence in dealing with technical contacts – regulatory affairs, product stewardship, quality, procurement – as well as with managing directors of medium-sized companies

- Experience with longer sales cycles involving multiple stakeholders as well as with independently negotiating proposals and prices
- A structured, independent work style: you manage your target customer list, sales, pipeline and forecast on your own initiative
- Business-fluent German and English, written and spoken
- Willingness to travel approx. 30% of the time within Europe

A degree in the natural sciences is welcome but not a requirement. We are explicitly open to candidates from regulatory affairs, product stewardship or the technical sales of testing, laboratory and compliance services who wish to transition into a commercial role with full responsibility.

What we offer

- The first dedicated sales role in an established, profitably growing company – you will shape how sales operate here
- A portfolio with proven demand: regulatory projects are driven by deadlines, not budgets
- Direct reporting line to the CEO, short decision-making paths and access to all relevant decision-makers
- Competitive compensation consisting of a base salary and a performance-based component
- Company car or mobility budget
- A hybrid working model with freedom to choose your place of residence in Germany provided you are regular present at the Worms office
- Regular team events and company celebrations
- 30 days of annual leave
- Attractive discounts through Corporate Benefits®
- An international and professionally challenging work environment

Interested?

We look forward to receiving your application, including your CV, your earliest start date and your salary expectations.

We do not need a cover letter. Instead, please list two clients you have won personally acquired over the past three years: their industry, how you made contact, how long it took to close the deal, and the revenue generated. That tells us more than any motivation letter ever could.

Please send your application to Christopher via careers@chemservice-group.com.

We look forward to meeting you.