



Company Description

PRODUCTS FOR THE PRINTING INDUSTRY We are specialists in the design and manufacture of chemical products for the printing industry. Leading the market since 1954 with products of the highest quality tailored to suit the needs of our printing customers. Beca Grafic is one of the leading companies in the manufacture of chemical products for the printing industry. We have our own production and warehouse facilities, as well as a research and development lab equipped with cutting-edge technology. Thanks to more than 65 years' experience in the printing industry, we have highly qualified staff and a team specialising in technical assistance for printing, pre-sales and after-sales to help create tailored solutions.

Information

 Deadline: 2024-06-30
 Category: Business
 Province: Bizkaia

 Country: Spain
 City: Berango

Company

BECA



Main functions, requisites & benefits

Main functions

Those of an Export KAM as for instance: Taking care of the customers needs, inquiries and demands. Identificating new opportunities within the existing customers. Identificating new opportunities in new countries and new customers. Visiting personally the customers in the countries assigned. playing as a bridge between the customers' needs and the laboratory. Identificating new opportunities to develop new and different chemical products for different sectors. Reporting to the export sales director. Working actively against the sales objectives set each year. Both, technical and commercial responsibilities. The selected candidate will be in charge of an export area, taking care of the already existing customers and opening new accounts and countries too.

Requisites

Commercial profile. Technical background as: grade in chemistry, Grade in chemical engineering or similar University Degrees. MBA or similar will be also considered as a plus 2 years of professional experience in export sales. Fluent english and french. Ready to travel.

Benefits

The selected candidate will join a highly qualified team with solid experience and will report to the Export Sales Director. He/She will learn the basics of the graphic arts sector and other industrial market niches too, where Beca's products are being oriented to. He/She will be part of a financially strong firm, with 70 years of history, in constant growth and evolution, leader in the home market and increasingly present in many different countries around the world. The promotion chances will be a fact from the beginning, aligned with the company's long term strategic targets and ambitious plans. Continuous working journey with flexibility and home office possibilities The salary will be competitive, consistent with the selected candidate's merits.