



*AF Chemicals Ltd is a Swiss based leading provider and processor of fluoride based raw materials with global sales activities and local representations in Asia and Eastern Europe.*

**What we offer:**

- Challenging and innovative environment
- Possibility to enlarge your potential - we support you in making your next career step.
- Flat hierarchy and open-door policy
- Strong Team
- High degree of autonomy

To support the ongoing expansion, with Home Office based Canada, we are looking for an:

## **Independent SALES Consultant North America & Canada - STEEL FLUXES**

**Your Responsibilities:**

- Identifying new prospects and establish new customer relationships in USA & Canada (P&L responsibility)
- Performing desk research and creating market statistics
- Managing existing relationships with customers
- Developing and maintaining accurate knowledge of assigned accounts and/or industries
- Work out proposals as well as negotiate contract terms with customers
- Cooperate closely with Middle-Office / Logistics department to ensure smooth contract execution
- Updating and development of internal sales/trading-systems and reporting tools on a regular basis
- Frequent national travelling and occasionally international travelling

**Skills and Experience you bring along:**

- At least 3 years' experience in a technical or sales position in the Canadian and/or US Steel Industry or in Fluxes for the Steel Industry or Fluorspar (CaF<sub>2</sub>) Industry
- Experience and track-record in sales, strong ability to identify opportunities and transforming them into results
- Entrepreneurial mindset, self-driven, quick grasp and an above average commitment
- High ability for networked thinking
- Excellent communication skills, both internally and externally; written and oral English skills is a must (any other language is an advantage)
- High service orientation and hands on mentality and attention to detail
- Excellent computer skills, especially in Excel

Seeking for the **most talented professionals** we are looking forward to receiving your full application and CV with picture. Please send all documents to: [hr@afchemicals.com](mailto:hr@afchemicals.com).

**Be part of a globally operating company - apply now!**