

Area Sales Manager Africa (m/w/d)

With fluent French – based in Vienna

📍 Vienna

€ starting from 80.000,-

A011373



Franck Runge
Partner | Senior Consultant

📍 Wien

f.runge@pendlpiswanger.at
+43 1 402 76 08 29



Our client is one of the **world's leading trading houses for paper and pulp**. They work with global and local suppliers to distribute their products in **more than 100 countries worldwide**. To complement the team at the office in Vienna, we are now looking for an **experienced commodity trader** to manage a small team and take over **responsibility for all purchase and sales processes in West and Central Africa**.

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Your responsibilities:

- Responsibility for the **purchase and sale of all paper & packaging products**
- **Managing sales and budget** of the department
- Coordinating **investment** and strategical decisions
- **Organizing your business trips**
- **Regular reporting & controlling** of own department to Business Unit Manager
- **Maintaining business relationships** and **adapting to customer requirements**
- **Managing the team** and training new Sales Managers
- **Negotiating** with customers, suppliers, representatives, logistic partners and banks

Your profile:

- Completed **studies in the business sector** or corresponding professional work experience
- **Min. 5 years of work experience** in the commodity trading industry (i.e. paper trading industry)
- Excellent knowledge of **French and English**
- **Very good negotiating skills** and **advanced local market know how**
- Willingness to **travel**
- Strong and **proactive communication** skills
- Very good user knowledge of **MS Office**



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Our offer:

We offer an **annual salary package starting from EUR 80.000,-** (including performance-related share) with a willingness to overpay depending on experience and qualifications. You can look forward to a very international Team, a multicultural work environment and regular team events. **For further inquiries please call +43 1 402 760 829.**

If you're interested in taking on responsibility and managing a team, we look forward to receiving your application. Please send your documents to **Franck Runge (f.runge@pendlpiswanger.at)**. **Code: A011373.**

Ihre Benefits



ANSTELLUNG

