



Hangzhou - China

Proviron is a global chemical company, established in 1977. Ever since, Proviron has been bridging the gap between environment, health and safety on one side, and chemical solutions on the other. It is certainly no coincidence our company name Proviron is made of two words: "Process" and "Environment". More than words, Proviron acts.

Proviron's mission is to provide solutions for tomorrow's problems. As a diversified chemical company :

- we help airports and airlines with deicing solutions: Provifrost®,
- we invent monomers for water based applications: Provichem®,
- we develop ingredients that replace the use of antibiotics in animal feed and invest in the production of micro-algae : Animal Health,
- we produce Heat Transfer Fluids to cope with numerous applications : Proviflow®,
- we produce non-phthalate and bio-based plasticizers: Proviplast®,

Via our subsidiaries in Belgium, the USA and China, our 240 employees support 700+ customers in 90+ countries, achieving € 70 million of annual sales in 2018.

We offer:

Besides a competitive salary and benefits, we offer you a varied and exciting position and a motivating work environment in a progressive company with a passionate family shareholder. You will work as part of a dynamic team where there is plenty of room for initiative and personal input.

Interested?

Then send your application letter and CV now to:

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Mobile: +32.474.26.68.43

More about Proviron on:
www.proviron.com

COMMERCIAL MANAGER PROVIRON ASIA (ZHEJIANG PU WEI LUN CHEMICALS CO) - BASED IN HANGZHOU

MAIN TASKS & RESPONSIBILITIES

- Leading the commercial team in Hangzhou representing 6 BU's in China/ Asia (Proviplast, Provichem, Proviflow, Provifrost, Animal Health and Aquaculture) with a strong focus on the expansion of sales in Asia. (China, SEA, India)
- Liaison with the corporate BU managers in HQ Belgium.
- Manage and optimize Supply Chain and Sales back-office.
- Build key customer relationships and the distribution network.
- Analyze industry and market trends, competitive trends and expansion opportunities.
- Manage local HR.
- You are the driving force to manage and expand our Asian business, reporting to the Commercial Director.

YOUR PROFILE

- As an ideal candidate you have a Master's degree with proven business experience.
- Willingness to travel internationally (50% or more)
- You have experience in chemical and/or feed industry.
- Minimum > 5 years of relevant experience.

YOUR COMPETENCES

- You are a hands-on problem solver.
- You have an entrepreneurial spirit, result oriented and self-motivated.
- You are an inspirational team leader with strong cross-cultural experience and understanding.
- You are persuasive and persistent.
- You possess strong communicational skills.
- You have the ability to conduct business with the highest level of integrity.

