

Atotech ist einer der weltweit führenden Anbieter von Spezialchemikalien und Anlagen für die Leiterplatten-, Chipträger - und Halbleiter-Industrie sowie für die dekorative und funktionelle Oberflächenveredelung. Das Unternehmen beschäftigt mehr als 4.000 Mitarbeiter in über 40 Ländern.

Im Rahmen einer Pensionsnachfolge suchen wir für die ungarische Zweigniederlassung von Atotech Österreich in Budapest einen

Business Manager & Branch Officer Hungary – General Metal Finishing (w/m)

Gesucht wird eine Person mit Erfahrung und Marktkenntnis bzw. eine Person die mit entsprechendem Eifer sich zutraut, fehlende Marktkenntnis mit Unterstützung des Außendienstes in wenigen Monaten zu kompensieren.

Job scope:

- Leading & coordinating branch office in Budapest (2 local sales representatives)
- Responsible for the sales results of the Hungarian branch office
- Reports to Managing Director / Business Manager Austria
- Develop business growth strategy to expand the customer base, identifies new strategic business opportunities and market trends, engage in market share tracking & analysis
- Launching new products and provide installation of new processes
- Legal and organizational implementation of new products in Hungary
- Provide territory sales forecasts, planning and budgeting, margin analysis
- Provides excellent customer services, assisting in resolving technical difficulty

Qualifications:

- Technical college or Bachelor / Master degree in Chemical Engineering, Chemistry or Electroplating
- Experience in selling or technical support in the same or related industry
- Good knowledge of the Hungarian market
- Commercial knowledge
- Strong leadership and communication skills
- Self-motivated, enthusiastic, service-minded and well-organized

- Planning & execution, problem-solving, and result orientation
- Presentation, negotiation and project management skills
- Problem solving, inter-personnel skill with ability to independently handle business
- Native competence in Hungarian
- Good written and verbal communication skills in English or German
- Competent computer skills (MS Office and SAP BW)
- Willingness to travel

Package & benefits:

- Atotech offers a competitive benefits package of an international company
- You are subjected to Hungarian labour laws and regulations

If you are interested in this position, please send your application documents (CV, cover letter with recent photograph, a copy of your transcripts, personal and academic references and expected salary level) to:

Atotech Österreich GmbH

Human Resources

Linzer Strasse 62

3002 Purkersdorf

Austria

Tel: +43 2231 68 240-0

Email: silke.rauch@atotech.com