



About us

Prefere Resins is a leading European manufacturer of phenolic, specialty urea and melamine resins. We also produce high-quality derivatives of methanol-(C1)-chemistry from such as paraformaldehyde, formaldehyde, and hexamethylene tetramine. As one of the global market leaders we supply our customers with a wide range of resins, basic chemical raw materials and additives - quickly and reliably from 14 production sites worldwide.

The Prefere Resins Group employs around 600 people and generates sales of around 450 million EUR. Together with our customers and employees, we constantly invest in new products and technologies for further growth.

As a European market leader in phenolic and amino resins, Prefere Phenolics offer industry-leading expertise in binder technology to our customers in key end-markets – industrial, construction and insulation. We have a broad portfolio of resol and novolac products, produced to customer specifications. We have structured our organization not only on developing and producing state-of-the-art resins, but especially on meeting and exceeding our customers' expectations and requirements.

In order to support our Sales activities we are currently looking for a

Business Manager Phenolics (m/f/d) Construction Board, Wood & Impregnation (CPL, HPL)

The position is located in Erkner (close to Berlin, Germany) and reports to our Vice President Sales & Marketing Phenolics.

About the job

- Responsible for all sales and marketing activities related to phenolic resin based impregnation in Europe (e.g. CPL, HPL)
- Develops and implements the Marketing & Sales strategy for the Business Segment in alignment with the Vice President Sales & Marketing Phenolics
- Supports sales activities for construction and defined other applications in Central Europe (e.g. LVL, Plywood)
- Manages and develops direct reports
- Directs, guides and coordinates the commercialization and sales while maximizing the revenue and profit potential
- Promotes the establishment of strong customer relationships to ensure continuing relationships and future growth
- Manages Key Accounts strategically
- Leads, manages and integrates cross functional teams beyond formal distinctions; exercise indirect leadership role

About you

- Experience in the chemical, wood or other relevant industries
- Leadership skills
- Industry specific knowledge (products, applications, customers, competitors)
- Strong analytical and problem solving skills combined with a hands-on attitude
- Thorough communication, relationship building, selling and presentation skills
- Customer-, service- and solution-oriented personality

- Strategic skills
- Skilled at working effectively in cross functional teams in a matrix organization
- Fluent in German and in English (verbally and written)

Having 14 production sites worldwide we offer you an international work environment with the chance to develop yourself and your career. You will fit into our team when you bring a strong hands-on attitude, the ability to work effectively with people from different cultural backgrounds and the drive and determination to improve things.

Your contact

If you are interested in joining us, please let us know why you think you are suitable for this position and please submit your full application including a cover letter, CV, salary expectation and the earliest possible starting date via email to: claudia.schmueck@prefere.com

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