

we make resins sustainable

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

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

The position reports to our Business Manager Wood & Construction

About the job

- Responsible for sales activities related to wood applications (e.g. Plywood, LVL), paper impregnation (e.g. CPL, HPL) & Construction Board
- Promotes the establishment of strong and long term customer relationships to ensure continuing future growth.
- Develop the market strategically and represent our company in the industry
- Manages Key Accounts
- Leads, manages and integrates cross functional teams beyond formal distinctions

About you

- Experience in the relevant industries: e.g. wood, construction board, paper impregnation (HPL/ CPL)
- 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
- 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 Katharina Prill.

Contact

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