

Alroko GmbH & Co KG, Germany, with its subsidiary Alroko Inc. in the US, serves as the sole sales representative for many major producers of industrial raw materials and machine manufacturers across the globe. We take pride in being a reliable partner for all our customers. Our sales philosophy is to supply technically advanced products, always sourced from well-established manufacturing partners. We focus on offering high-quality industrial raw materials, particularly minerals and specialty chemicals, for a wide range of industrial applications.

Further, we supply various machines and equipment for producing and testing friction materials - but also highly specialized, non-standard machines for several other applications.

More than three decades of expertise in the industries we serve and the manufacture of nearly all products according to ISO standards provide our customers with the supply security they need to produce exceptional products. Additionally, we are readily available to provide comprehensive technical support - whenever it is needed.

We share the offices with Kynol Europa GmbH, a joint venture with GunEi Chemical Inc., Japan, and enjoy a friendly atmosphere. Our culturally diverse team is committed to giving the best service to our existing customer & supplier base, developing new business and increasing our market share.

To support our growth strategy, we are looking for a

## **Regional Sales Manager (m/w/d) – Friction Materials**

with a good technical/chemistry knowledge to push our sales activities – with a special focus on developing new accounts, new markets and new applications for our products.

From the start you would take care of communication with customers, suppliers and other business partners. The main languages for us are German and English, in which we require you to be fluent. If you speak another world language, that is a plus!

You should either be trained as an export sales manager, hold a bachelor or master degree in chemistry, business administration or engineering, or have a similar education and experience.

It is important for us that you are motivated & willing to take initiative as well as to contribute in both a team but also independently to our shared goals. You like to interact with people, build relationships, handle things with due care, and are able to self-organize.

IT skills – mainly Microsoft Windows and Microsoft Office – are mandatory. Ideally you have an EU driver's licence – or the plan to get one soon.

In case you are not already living in Hamburg or nearby we will gladly assist you in relocating.

Please send your written application and CV – in English only – to Mrs. Julia Willer at [career@alroko.de](mailto:career@alroko.de). Mrs. Willer is also available for any questions you might have.