

Job Title: Sales Manager

Location: Central Europe, home-office or office to suit candidate

Job Type: Full-Time

Job Description:

We are looking for our next Sales Manager in the Advanced Polymers division, to support the growth of our elastomers portfolio, by delivering innovative solutions and building strong relationships with our customers. As we expand our presence across Europe, we are now looking for a native German speaker, talented *Elastomers Expert* with industry experience to drive our sales initiatives and support our company's growth.

Who we are:

At Bjørn Thorsen A/S, we are a family owned, private independent distribution business for 70+ year, with head office in Hellerup, Copenhagen area, Denmark. We're currently present in Nordics, Baltics, France, UK & Ireland and are pursuing our strategy of expansion to a Pan-European distributor of specialty polymers.

Together with our affiliates, we form Bjørn Thorsen Group, which employs 60+ people from diverse backgrounds and various nationalities - our most important assets. The company ownership is involved in daily business, and we have a flat management structure, with a strong sense of community and support for all employees.

Within the Advanced Polymers business unit, our focus is on elastomeric materials group (TPV, TPU, TPC, TPE) with dedicated teams in sales, marketing and technology, backed up by global supply chain and warehouse facilities to service large global OEMs. Our affiliates support us with in-house manufacturing, raw material development and customer support. We share a drive to push sustainability, recycled polymers and circularity and are embracing AI and technologies to enhance our customer's experience.

Key Responsibilities:

- Develop and execute sales strategies to promote our elastomer products
- Help develop innovative solutions for customers/end-applications that benefits the customer, utilizing all the BTG affiliates capabilities and technical resources
- Be the valued asset and pro-active in a family-owned dynamic company
- Manage assigned key accounts and prospects, budget planning and stewardship
- Manage pipeline of all customer opportunities using the company systems
- Report customer visits and follow up actions with the broader management or technology teams
- Prospect and qualify new sales leads through own initiatives or via third party enquiries
- Manage agreed revenue management practices and agree pricing tactics by market segment
- Contribute to overall sales team yearly sales and growth

- Attend all sales meetings, relevant industry conferences or assist with stand management at exhibitions
- Share success stories and duplication opportunities within the Advanced Polymer Team
- Have fun and be part of the team!

Qualifications:

- Proven experience in sales within the Elastomers industry
- Enthusiastic about Elastomers and Customers
- Native German speaker
- Proficient in English, both written and verbal; Knowledge of other languages is an advantage
- Strong understanding of elastomer products and their applications
- Excellent communication, negotiation, and presentation skills
- Ability to build and maintain relationships with key stakeholders
- Focus on sustainability/circularity for polymers
- Self-motivated and autonomous, but also team player
- Ability to travel for customer meetings and attend conferences/exhibitions/team meetings
- Active in Sales/Account Management/Marketing
- Chemistry or production background an advantage
- Open to AI initiatives and willingness to learn more
- Organised, smart, great interpersonal skills and sense of humour

What We Offer:

- Base salary depending on expertise and overall market knowledge
- Bonus scheme aligned with sales and revenue growth
- Comprehensive benefits package (Health, Pension, Home office allowance and ergonomic office equipment)
- Opportunities for professional development and career advancement
- A dynamic, multi-national and collaborative work environment
- Company car/allowance as appropriate
- All equipment to carry out duties for the company (phone, laptop, screen, credit card)

- Freedom to manage own agenda and travel dates - no corporate travel agency
- Technical support from own team to succeed in new ventures

Application Process: Interested candidates are invited to submit their CV to Sales Director Mikko Långström at mol@bjorn-thorsen.com or get in touch directly via phone at +45 30 57 65 66 if any questions.

Equal Opportunity Employer: We are an equal opportunity employer and value diversity. All employment decisions are made on the basis of qualifications, merit, and business needs.

Discover Bjorn Thorsen and our latest news here: [Home - Bjørn Thorsen A/S - Local distribution and global solutions \(bjorn-thorsen.com\)](#). Join us and be a part of a team that is shaping the future of the Elastomers industry. Apply today!