

Alroko GmbH & Co KG

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Alroko GmbH & Co KG · Borsteler Chaussee 55 · D-22453 Hamburg

We are a growing international trading and consulting company for industrial raw materials and machines. Our main business areas are the Friction Materials, the Chemical, the Ceramic and the Technical Textiles Industries. Our aim is to anticipate our customers' needs, and to exceed their expectations.

We are looking for a

Chemist / Sales Manager / Sales Engineer

with a good chemistry knowledge for our headquarters in Hamburg. You should hold a bachelor or master degree in chemistry or chemical engineering, or have a similar education and experience.

Excellent German and English language skills are mandatory; additional languages – especially French and/or Spanish/Italian or another world language - are a plus! More about our company at: www.alroko.de

Excellent computer skills are self-understood.

Responsibilities:

- Familiarizing yourself in depth with our product range, in order to come up with solutions for our customers' challenges and requirements
- Entrepreneurial thinking and acting
- Finding new applications for our product range as well as developing new grades and specifications with both our customers and suppliers
- Promoting and selling our products incl. submitting quotations, answering inquiries, etc.
- Evaluation of offers from various suppliers for new products
- Proposing and tracking down new products and suppliers
- Documentation and revision of Material Safety Data Sheets, REACH-regulations and other documents, necessary for our sales
- Cultivation and extension of the customer base with technical and commercial advice, including visits to customers and presence at our exhibition booths
- Preparation and follow-up of exhibitions
- Updating and extending our website
- Inspection of goods

About 6 – 10 weeks annually will be spent travelling, including time at exhibitions. This also includes 4 - 6 weekends in part or full, for instance on longer trips. A driving license for passenger cars is indispensable.

All routine clerical work, including order processing and invoicing, will be handled by clerical staff in our Hamburg office in accordance with the instructions of you as sales manager. Occasionally the sales manager is expected to stand in for staff.

You will work as a part of an innovative, dynamic and cheerful team in a smoke-free office, located near Lattenkamp subway (underground) station. We will gladly assist you in relocating to Hamburg, if required.

Please send your English written application with CV and photo including credentials and your salary expectation by email to career@alroko.de or by regular mail to our President Hasso Schwänke, - personally – Alroko GmbH & Co KG, Borsteler Chaussee 55, D-22453 Hamburg.

Erfüllungsort und Gerichtsstand ist Hamburg / Place of performance and jurisdiction is Hamburg

Geschäftsführer/Managing Directors:
Hasso Schwänke, Ralf Raulinat

Ust.Id/VAT Reg. No.
DE 238099295

Reg. Hamburg
HRA 100775

Komplementär: HRB 91399
Alroko Verwaltungs-GmbH

Hamburger Sparkasse
Deutsche Bank Hamburg

Account/IBAN: DE98200505501282123122
Account/IBAN: DE23200700240030790000

BIC: HASPDEHHXXX
BIC: DEUDED3HAM