

Resonac is one of Japan's leading chemical companies, listed on the stock exchange and headquartered in Tokyo, with a history in Germany spanning more than 30 years. We are a functional chemical company engaged in semiconductor and electronic materials, mobility, innovation-enabling materials and chemicals. With our vision of "Changing society through the power of chemistry," we are taking on the challenge of creating new value. Founded in 1908, the Resonac Group employs nearly 24,000 employees at locations around the world and generated sales of approximately €7.5 billion in 2024.

To strengthen our **Semicon Materials group** we are looking for a full-time employee to start as soon as possible as a

Junior / Sales Manager (all genders) supporting front-end and/or back-end materials

Your role in our team:

As a (Junior) Sales Manager for Resonac, you are passionate about contributing to the sustainable development of a global society by creating functions required of the times as an advanced material partner. You build strong relationships with customers by supporting them with agile decision-making and by offering flexible solutions. Global collaboration, solid integrity, and open-mindedness are your core values. You want to work under a solid vision with your team, other departments, and stakeholders. With a result-driven attitude, you focus on both the customer's and our company's interests.

The following tasks await you:

- Collaborating with the Semiconductor Material sales group to achieve medium- and long-term strategies and annual budgets, compile forecasts and report regularly to management and headquarter
- Maintaining and expanding existing customer relationships. Lead price and contract negotiations with customers, suppliers and headquarter
- Researching market and customer needs, exchange information with R&D to collaborate on the development of next-generation new products, and propose and implement measures to increase company market share
- Actively develop business, e.g., by planning and participating in exhibitions and trade shows, and by soliciting customers
- Ensuring compliance with REACH and other regulations
- Contribute to achieving sales and departmental targets as part of the sales team

What you bring to the table:

- Bachelor's degree (business or MINT) or equivalent qualification (state-certified technician or bachelor professional)
- Knowledge of technical and chemical products and the target semiconductor market is desirable
- Experience in sales and marketing in a B2B environment of 2-5 years advantageous, or alternatively experience in relevant areas and motivation to learn
- Strong negotiation and contract closing skills, as well as a systematic and well-structured approach
- Strong communication and interpersonal skill

- Proactive approach to problem solving and a tendency to find creative solutions
- Curiosity to find new business opportunities
- Intercultural competence or experience working for a global company
- Very good command of Microsoft Office applications
- Required language skills: Business-level English (writing and speaking), German desirable
- Willingness to travel, active drivers licence preferred

Our offer to you:

- Permanent position in a global technology corporation
- Flexible working hours, ergonomic workplace, structured onboarding, and flexible home office options (up to fully remote)
- Attractive compensation package including company pension plan
- 30 days of vacation + 1 Balance Day
- Highly varied work as part of a friendly, motivated team and good prospects through individual personnel development

Our corporate values:

- Passionate & Results-Driven
- Open Minds & Open Connections
- Agile & Flexible
- Solid Vision & Solid Integrity

Have we sparked your interest?

We look forward to receiving your application, including your salary expectations and your possible start date, via our career page [Career Application | Resonac Europe](#).

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