



Integra is a leading petrochemical trading group with a unique combination of global reach, fast and effective communication, technical skills, market knowledge and an absolute commitment to customer and supplier partnerships. See more at: www.integra-global.com

Integra is looking for a

DISTRIBUTION – EMEA SALES MANAGER

based in the company's Belgian Office (either in the Antwerp area or in Waterloo)

This **Sales Manager position for EMEA** will drive sustainable sales growth and margin optimisation for Integra across Europe, the Middle East, and Africa as part of a growing team. This role is responsible for driving revenue growth, managing key customer relationships, and developing market strategies to expand our presence in assigned territories.

Key Responsibilities:

- Deliver sales volumes and optimise pricing through contractual and spot market negotiations.
- Accurately forecast sales, pricing, and market trends; contribute to annual sales budgets and growth targets.
- Manage customer contracts, credit exposure, and payment performance to ensure compliance and profitability, working closely with Integra's logistics, finance and trading contract teams.
- Build and maintain strategic customer relationships, acting as Key Account Manager for allocated accounts.
- Collaborate closely with the logistics, finance and trading contract departments to ensure seamless fulfilment and high service levels.
- Monitor competitor activity and market developments to identify opportunities for competitive advantage.

Requirements:

- Min. of 8-10 years of work experience in the chemical industry, spanning functions such as manufacturing, logistics, business management, with recent sales & marketing experience in the distribution business. Must have proven P&L accountability.
- Strong commercial acumen, good commercial and industry knowledge, including contract law, negotiation, and financial analysis.
- Excellent interpersonal, and relationship-building skills with strong cultural awareness.
- Fluent in English required (spoken and written); additional languages are a plus.
- Right to live and work within the European Union.

If you enjoy working in a dynamic & diverse environment, which values people as individuals and where mutual respect is part of the company environment, this may be the job for you!

If you are interested in the job, please apply confidentially via email with your CV to careers@integra-global.com. Only short-listed candidates will be notified.