



We are offering great business career opportunities in a global and international environment. We are looking for ambitious candidates who are interested to join as:

## **Technical Sales Representative**

(Based in Tal Aviv, Israel)

The Dow Chemical Company is looking for a **Technical Sales Representative (m/f)**; based in **Tel Aviv, Israel**.

This position is part of the commercial organization of Dow Polyurethanes Business and expected to manage the commercial relationships in the assigned territory to deliver the sales & profitability targets. The successful candidate will have deep understanding of the PU market in Israel including key players, technical needs, etc. The TSR will handle the current direct customers (components and systems customers) while identifying and pursuing significant growth opportunities. Candidates are expected to develop account plans and lead local activities. Managing multiple product offerings across different industries is a key part of this role. Candidates will need to determine future customer needs for new product development. The role will include development and execution of an aggressive commercial implementation plan, delivering regional success based on the local market perspective and interfacing with customers and industry segments to ensure plans reflect both global and local needs. The person will report to Systems House Director France Benelux with close alignment to President Dow Israel.

### **Key Responsibilities:**

- Develop and implement country/regional business growth strategy
- Deliver the sales plan, serve existing accounts and develop new accounts to grow Dow Polyurethanes market share
- Team up with Customer Service and Technology Development teams to ensure appropriate services and tailored solutions are granted to the customers in a timely manner
- Update market information and analyze segments opportunities to develop new customers for Dow PU business
- Plan, forecast, report on sales and business performance according to company requirements
- Seek and continuously develop knowledge and information about the market and competitor activity.

### **Requirements:**

- Must have a Master's Degree
- Minimum of 5 years of relevant sales experience (10+ preferred), preferably in engineering, chemical industry
- Deep understanding of the local industry
- Undergraduate degree in economy, trading, engineering or chemistry related

- Ability to implement assigned tasks while informing the Polyurethane business and regional management on market opportunities and critical issues
- Solid technical understanding of PU applications with ability to run trials in autonomy at the customer
- Excellent communication & interpersonal skills
- Independent decision making and proactive problem solving
- Proven ability to perform under pressure
- Teamwork, ability to work cross regions and across functions
- Entrepreneurial spirit and inherent drive to make an impact
- Fluency in Hebrew and English is a must. French is a bonus
- Valid driving license
- Readiness to attend extended business trips

### **About DowDuPont**

DowDuPont (NYSE: DWDP) is a holding company comprised of The Dow Chemical Company and DuPont with the intent to form strong, independent, publicly traded companies in agriculture, materials science and specialty products sectors that will lead their respective industries through productive, science-based innovation to meet the needs of customers and help solve global challenges. For more information, please visit us at [www.dow-dupont.com](http://www.dow-dupont.com).

### **Dow Offers:**

- Competitive salaries and comprehensive benefits
- An annual variable pay program that rewards team and individual performance while sharing success across the company
- Employee stock ownership - and the commitment to long-term success that it brings
- On-going learning opportunities within a diverse, inclusive and rewarding work environment
- Career experiences that can span different Dow businesses and functions with opportunities for personal and professional growth
- The chance to work within a global company and interact with colleagues from around the world
- Opportunities that spark your imagination and ignite your passion to help others
- Dow supports a diverse workforce and an inclusive environment. We welcome talent regardless of background, age, gender, religion, disability and sexual orientation.

### **How to Apply?**

Please send your resume (in English) to Karl Davies: [KDavies@Dow.com](mailto:KDavies@Dow.com)