

BIM develop and produce specialty chemical concepts, thus providing the Pulp and Paper industry with Advanced Surface Treatment within specialized niches.

The family business BIM was founded in 1973 by Peter Wällberg. The company has been listed four times among Europe's top 500 of fast growing entrepreneurial companies, and has now approximately 200 employees.

The head office is in Stenkullen, near Gothenburg, Sweden, where you also find Central R&D, Customer Service Lab and one of our 6 production centres. BIM has local operations in Sweden, Norway, Finland, England, Germany, Belgium, Czech Republic, Spain, Portugal, France and agents and distributors in most other pulp and papermaking countries.

We are devoted to the BIM Spirit, a company culture based on commitment, hard work, innovation and customer intimacy.



Area Sales Manager

The appointment is to further strengthen our sales team with, ideally, a Wet end chemical or a Process Hygiene champion based in the Middle to North West of England. We are looking to expand our progress in paper mills and paper converters within defined Market Segment areas. Expertise in either Paper machine hygiene and / or Wet end applications is necessary. Competence in the de-inking process would be beneficial.

The role will involve prospecting for new applications across BIM's technology portfolio and further management and support of existing BIM customers. There will be regular opportunities to work with BIM colleagues across UK, and regular overnight stays will at times be required.

Candidates will be expected to have a proven background in field sales / field technical role and strong sales and account management skills should be evident. Expertise & experience with Value based selling would be an advantage. The ability to self-manage and coordinate your activities with colleagues towards a common BIM sales goal is important along with determination and motivation to get results.

If you would like to be considered for this position, please send your CV with a short covering letter by email to Warwick Hudson, UK Sales Manager - Paper, BIM UK, at warwick.hudson@bimkemi.com.

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