



World market leader with a significant product range

We are the global leader with the broadest portfolio of high-performing and sustainable core materials made of PET foam and balsa wood. We are the pioneers in sandwich technology with more than 75 years of experience. Since the very beginning our focus has been developing strong and solid, yet lightweight core materials which allow the manufacturing of more durable, sustainable and energy-efficient end products for our customers. 3A Composites Core Materials is a global organizational unit within the 3A Composites Group, a part of Schweiter Technologies. The purpose of our products is to create a stronger, lighter, and greener future. We are looking for a

Junior Sales Manager Core Materials 100% (m/f)

Your responsibilities:

- Manage customers and partners in the defined sales area in accordance with specified objectives and policies based on the Airex AG business strategy
- Explore and pursue business opportunities to meet growth targets and manage sales projects
- Guide and support existing distributors in order to optimize market coverage and customer service
- Analyze market and market trends within existing and new markets (customer / competitors / product / price)
- Maintain, develop and strengthen excellent relationships with distributors and customers
- Work hand in hand with the sales and technical services teams and support marketing and back office activities

Your profile:

- Higher education in Engineering, Economics or technical background complemented by further education
- 3+ years of EMEA sales working experience in the manufacturing industry, ideally in the composites industry
- Market know-how in composites materials, building & construction and/or automotive is an advantage
- Hands-on experience in developing new markets is an advantage
- Structured and logical thinker, result oriented, capable to take and substantiate decisions
- Motivation to learn new things and work independently with a high level of flexibility
- Very good problem-solving skills, ability to consider complex interdependent aspects of problems
- Good negotiation and communication skills
- Fluent in English and German is a must, an additional European language is an advantage
- Willing to travel up to 60% in Europe

What do you also have to know?

A desire to constantly improve yourself, a positive and enthusiastic attitude and the willingness to support constant change complete your profile. We offer a flat organizational structure with efficient decision making possibilities and an engaging working environment. Our corporate culture is characterized by integrity, reliability, trust, transparency, responsibility, quality awareness and teamwork.

We look forward to receiving your application, which you should preferably send to us electronically!

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