



Our Central Sales Functions -Specialty Gases Team is seeking to fill at the earliest practicable date the position as

Market Development Manager (m/f/d) – Specialty Gases

Location: any Messer location in Europe

Reference Number: 75/2024

Our benefits:

- A varied and challenging role within an international, successful and economically stable company that values your dedication
- Personal and professional development opportunities through targeted training programs
- 30 days of vacation each year
- Options for remote work
- Company pension plan and long-term accounts
- Free parking, subsidized public transport tickets and company bikes
- Canteen, Gym and fitness classes, company fitness

Your responsibilities:

- Provide support for the sales activities of the European country organizations, focusing on acquiring new business and maintaining relationships with existing customers (including joint customer visits, symposia, trade fairs, etc.)
- Conduct market segmentation, market observation and evaluation
- Develop and maintain internal market and application information system, as well as pricing tools
- Implement internal training programs on product knowledge, sales and safety

Your qualifications:

- Master's degree in Chemistry, Physics or Engineering with a strong interest in economic aspects
- Minimum of 5 years of proven experience in the sales of specialty gas products
- In-depth knowledge of specialty gas products and their industrial applications
- Exceptional problem-solving, negotiation, and communication skills with a strong commitment to consulting and customer service
- Ability to work effectively in international and multicultural environments
- Business fluent in English and German
- Willingness and availability to travel across Europe (20%)

Do you recognize yourself in this position and are you interested?

Then we look forward to receiving your application via email (in PDF format, max. 2 MB) to: recruiting.co@messergroup.com .

Messer is the world's largest privately held specialist for gases for use in industry, environmental protection, medicine, food, welding and cutting technology, 3D printing, construction, as well as research and science. Under the brand 'Messer - Gases for Life', the company offers products and services in Europe, Asia and America. The company focuses on diversity and mutual respect in the collaboration of its 11,500 employees.

Visit our [homepage](#) for further information about the company and other job openings.

>>[Here](#) you will find our Data Protection Notice for Applications