



Sales

As global economies expand and contract, companies can live and die by the quality of their sales force. Competitive and energetic sales professionals are needed to keep your company satisfying your most important customers. High quality sales talent is hard to find, but the right salesperson can significantly drive revenue and profits.

The **Ropella Sales Team** understands the unique recruitment challenges faced by companies competing for evermore niche-oriented and in-demand skills. Our understanding of your company, your customers and current industry trends means we can find just the right fit, quickly and efficiently. The Executive Search Consultants on our Sales Team are likely members of the same trade associations and attend the same events as you and potential candidates for your company.

Over the past twenty years, we have proven our ability to help companies grow and prosper by developing their most important competitive advantage — talented people. You can count on us to find you the people that will drive your business forward.



Look for our articles in *Selling Power* and other industry publications.

We read and write for industry publications, including:

- » ICIS Chemical Business
- » Chemical Week
- » Selling Power
- » Happi

We associate with industry associations such as:

- » DCAT Drug, Chemical Associated Technologies Association
- » NACD National Association of Chemical Distribution
- » SACI South African Chemical Institute

We regularly attend industry trade shows, including:

- » Informex
- » SCC Suppliers Day
- » ACI Annual Meeting
- » IFT

We have served and developed relationships with leading companies in the industry, including:

- » AkzoNobel
- » BASF
- » Imerys
- » Lonza
- » Dow Chemical
- » Rhodia
- » Aquea Scientific
- » Georgia Pacific
- » Rohm & Haas
- » Croda

Typical position and functional searches conducted in the industry:

- » Director of Marketing
- » Marketing Coordinator/Manager
- » Package Design Manager
- » Market Research Analyst/Manager
- » Media Coordinator/Director
- » Account Executive
- » Communications Manager
- » Database Marketing Analyst/Manager
- » Advertising Coordinator/Manager
- » Product Specialist

For more information, please contact:

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