

Account Manager (m/f)

ID 100166

The Enterprise

Our customer is an American company, known to manufacture and sell chemical performance. The company is a world leader with thousands of employees and more than 40 manufacturing and laboratory sites worldwide.

We are looking for a 'Account Manager (m/f)' at one of customer's locations in Hessen (Germany).



Position Description:

- The 'Account Manager' is responsible for sales revenues, DSOs, past dues and the contribution generated through his/her customers.
- The position is responsible for the management of a substantial sales territory and a number of critical customers, including a strategic global account. Total territory size is ca. 5 MMUSD per annum with about 60 direct accounts.
- The customers are technology sellers and users of products in the Chloralkali and Alternative Energy markets.
- Geographic territory: Germany, Nordics and Eastern Europe.
- Travel ca 50% - 60% of time.

Responsibilities:

- Understand the business objectives, develop plans and tactics per customer to meet business and regional goals.
- Deliver on territory revenue objectives in line with business goals.
- Implement the business pricing strategy to meet the profitability goals.
- Deliver on financial objectives such as DSO and past due reduction.
- Develop and maintain strong relationship with key personnel at all levels and in key functions, i.e. R&D, manufacturing, marketing, purchasing and management with the objective of understanding and influencing customer decision processes.
- Create and implement account plans for major customers in line with the business and regional objectives.
- Prospect for new customers, identify and develop new business opportunities and drive growth and value.
- Monitor competitive environment, provide evergreen inputs in the competitive end-use survey maintained by the business.

Qualifications:

- University level or higher educational background in chemistry, electro-chemistry, chemical engineering or engineering.
- Minimum 5 years sales experience.
- Well-developed selling and interpersonal skills in building strong relationships with both customers and internal supporting organizations.
- Strong negotiation and communication skills.
- Results oriented and good team player
- Thorough knowledge of German and English, other language capabilities – a bonus.
- Excellent knowledge of Microsoft Office applications, knowledge of Salesforce.com is a bonus.
- Compliance with safety guidelines, practices, business ethics and internal control processes.

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Your contact: Eleonora Miccono

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