

JOB DESCRIPTION

Job Title:	Account Manager –
Location:	Ontario
District/Department:	Personal Care
Preparation Date:	February 25, 2021

Purpose of position:

To effectively manage a sales territory that targets growth in the customer base, sales, volume and profitability, while ensuring customer requirements are being met.

Reporting Structure:

This position reports directly to the Sales Manager.

Key Accountabilities:

- Achieves or exceeds annual planned sales and margin objectives for the assigned territory or market segments while maintaining expenses within assigned budgeted guidelines;
- Participates in the preparation and implementation of annual territory budgets and marketing/industry promotion plans for the assigned territory or area of accountability;
- Identifies and reports potential sales growth opportunities and factors which could influence Brenntag’s local marketing plans and objectives;
- Works with the assigned customer service representatives and analytical and technical resources (internal and external) to ensure a level of service that exceeds customers’ expectations;
- Troubleshoots and/or assists customers with formulation requirements
- Participates in training as required
- Establishes strong business relationships with existing customer base and develops value relationships with potential clients to expand business;
- Utilizes the Brenntag Sales Process and maintains Sales Force database in a timely manner, with specific emphasis on contact reports, consumption updates and opportunity pipeline;
- Actively participates in Commercial Excellence to ensure the territory is managed as profitably as possible, which includes but not limited to: Price management; upselling to existing customers and expanding current customer portfolios; reducing Days Sales Outstanding (DSO); and other such activities as defined by the Sales Manager.

Technical Competencies

- Post-Secondary Education with a focus in Science or equivalent
- Experience in the chemical distribution business, preferably in a sales capacity (3-5 years)
- Strong technical background
- Must be self-motivated with good people skills, able to work independently
- Sound computer skills in the use of Microsoft Excel, Word, PowerPoint and Sales Force
- Superior presentation, communication and negotiation skills
- Must be able to travel

➔ Interested candidates can send their resume to: kasante@brenntag.ca