

ConnectingChemistry

Brenntag is the global market leader in full-line chemical distribution. Headquartered in Mülheim an der Ruhr, Germany, the company operates a global network with more than 530 locations in 74 countries. In 2015, the company, which has a global workforce of more than 14,000 employees, generated sales of EUR 10.3 billion (USD 11.5 billion).



Our team currently has an opening:

Account Manager – Personal Care

Job Title: Account Manager – Personal Care

Location: Ontario

Job Type: Full-time, Permanent

Submit resume to: careers@brenntag.ca with the subject line: Account Manager – Personal Care, Ontario.

About Brenntag Canada

Brenntag Canada is a subsidiary of Brenntag, the global market leader in full-line chemical distribution headquartered in Germany. We are a leading distributor of specialty and commodity chemicals to major Canadian resource and manufacturing industries. With more than 100 years of history and experience, our commitment to safety, quality, service and responsible distribution is unparalleled within our industry. We are determined to be the most effective industry channel for our customers and suppliers.

What We Offer You

As part of our '2020 Vision', we will continuously strive to provide a working environment where the best people want to work. We value safety, leadership, employee involvement, entrepreneurial thinking, and innovative ideas. We offer our employees:

- A safe, friendly and supportive team environment
- Competitive base salary and incentive program
- Company Vehicle
- Full Benefits including medical, vision, dental and life & disability insurance
- Pension package with a company match
- Continuing Education Reimbursement
- Physical Wellness Subsidy
- A commitment to career development and advancement opportunities

About the Position

Purpose of Position: 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 Saratoga (Customer Relationship Management) 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, and PowerPoint
- Superior presentation, communication and negotiation skills
- Must be able to travel

How to Apply

If you are interested in joining our organization and meet the specified qualifications, please submit your resume to careers@brenntag.ca with the subject line: Account Manager – Personal Care, Ontario.

*Brenntag Canada Inc. is proud to be an **equal opportunity** workplace. Applications from all diverse groups are welcomed and encouraged. Every person has a right to equal treatment with respect to employment free from discrimination or harassment, including but not limited to protected grounds under the Human Rights Code. Accommodations are available upon request for candidates taking part in in relation to the materials or processes we use in the recruitment process. Successful candidates will be required to submit a Criminal Background Check.*

We thank all applicants for their interest in this position. However, due to the high volume of applicants, we will only be contacting candidates selected for an interview. No phone calls please.