

## 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:

**Job Title:** Account Manager, Material Sciences – Florida

**Team:** Sales – Material Sciences

**Reports to:** Regional Sales Manager

**FLSA Status:**  Non-Exempt  Exempt

**Status:**  Full-time  Part-time

### Summary of Job Purpose and Function

The Account Manager is responsible for executing Brenntag Specialties, Inc. sales strategy and representing the company in a professional manner in their sales territory while growing sales, gross profit and reporting on their activities to external and internal audiences. The Account Manager will become part of the Brenntag Specialties, Inc. Material Sciences Business Unit. The Material Sciences Business Team focus is the following specialty markets: CASE (Coatings, Adhesives, Sealants and Elastomers), Plastics, Construction, Composites, Ceramics and Rubber. Up to 50% travel required.

### Essential Responsibilities and Tasks

#### Primary Duties: Sales Strategy and Execution

- Develop a territory strategy focused on maximizing the number of sales visits through effective time and territory planning which utilizes the company's sales and marketing vision and strategy
- Close new business and manage existing business

#### Secondary Duties: Deliver Outstanding Sales Results

- Effective time and territory management, focused on new customers and new business development.
- Increase sales through superior customer targeting, effective time and territory management and sound tactical strategies
- Utilize electronic calendar/meeting notices to effectively plan sales calls 3-4 weeks in advance.
- Communicate activities to external and internal audiences utilizing a CRM system
- Learn technologies and applications from each market and product represented for each market.
- Introduce new technologies to primary decision makers and key personnel who influence decision
- Establish key relationships with principal and customer's decision makers.

- Manage the sales function and customer expectations in accordance with the company's philosophy and procedures
- Introduce, sell and close on complete principal and product portfolio.
- Model and promote organizational values and behaviors, including our Brenntag Core Values.

### **Hiring Qualifications and Competencies**

- Ability to travel up to 50% of the time
- Possess a strong knowledge of specialty chemical distribution market and the competition
- Ability to learn and understand chemistries Brenntag Specialties, Inc. represents
- Proven ability to execute and implement sales strategies for profitable growth
- Ability to foster relationships with key principal and customer accounts
- Self-motivated and ability to work independently
- Demonstrated listening, communication, and interpersonal skills
- Ability to effectively communicate with all levels of customers, personnel, and management
- Excellent time management, organization, follow up, and task prioritization
- Proficient in Microsoft Office and CRM Software
- Ideal candidate to be located in St. Louis, MO or Minneapolis, MN area

### **Experience, Education and/or Training**

- Bachelor's degree (preferably science-based)
- Minimum of 2 years of formulation experience or B2B sales experience
- Wholesale/Distribution/Chemical industry experience preferred

### ***Brenntag is an Equal Opportunity Employer***

*Qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, protected veteran status, disability, or any other characteristic protected by law.*