

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: **Technical Sales & Marketing Manager, Construction**

Team: Brenntag Specialties, Inc. – Northeast region

Reports to: Regional Sales Manager, Material Sciences

FLSA Status: Non-Exempt Exempt

Status: Full-time Part-time

Summary of Job Purpose and Function

The Technical Sales & Marketing Manager for Construction will evaluate, develop strategy, and provide intense focus through support of the Regional Sales Manager, Account Managers, and the Marketing team for construction-related products and markets served. In conjunction with the overall region sales strategies and budgets, this role is to provide intense growth of opportunity pipeline, budgeted organic growth, and drive new business through our Commercial Excellence initiatives. These include driving pipeline closure, identifying product gaps at existing customers, identifying new customers and increasing overall technical knowledge of current and future account managers in the region. Travel Requirement 30%-50%.

Essential Responsibilities and Tasks

Technical Expertise

- 1) Develops a strategy focused on maximizing the number of sales visits with the BSI Account Managers for construction-related products to drive development and sales of the BSI portfolio. The plan will coincide with regional marketing strategy of key suppliers/products (roadmap).
- 2) Performs joint sales calls with BSI Account Managers.
- 3) Assists in gaining new business and help maintain/manage existing business within assigned region and product line.
- 4) Defines and completes Laboratory Request for customers.
- 5) Works with BSI Laboratory technical team to deliver lab results to customer.
- 6) Helps BSI Marketing identify principal/products to add the BSI portfolio.

- 7) Works with Marketing specifically to maintain & update target/opportunity list to be reviewed quarterly.
- 8) Coordinates activities with peer(s) in the same role to ensure consistency and efficiency.

Account Management

- 9) Effectively manages time and territory, focusing on new customers and new business development in the market.
- 10) Increases sales through superior customer targeting, effective time and territory management and sound tactical strategies.
- 11) Introduces, sells and closes on complete BSI principal and product portfolio.
- 12) Introduces new technologies to primary decision makers and key personnel who influence decisions.
- 13) Establishes key relationships with key principal and key customer's decision makers.

Communication, Training, Education

- 14) Communicates activities to external and internal audiences utilizing the CRM system for the following activities:
 - a) Call Reports/Summaries (*Metric - # of Call Summaries written - joint calls*)
- 15) Trains and educates BSI Account Managers about the market and BSI's portfolio

Experience, Education and/or Training

- Bachelor's Degree in relevant field
- Master's Degree a plus
- Minimum of five years of specialty chemical sales experience

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.