

## 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:** BNA Commercial Excellence Manager  
**Team:** BNA Commercial  
**Reports to:** BNA COO  
**FLSA Status:**  Non-Exempt  Exempt  
**Status:**  Full-time  Part-time

### Summary of Job Purpose and Function

**Brenntag North America strives for accelerated and sustainable organic GP growth** across the ROC's and Focus Industries through professional commercial leadership that promotes the right commercial behavior through a harmonized Sales Process and common Commercial Excellence standards applied through our CRM Sales Force platform, data analytics and digital tools.

The **BNA Commercial Excellence Manager** will work in a collaborative way with the Commercial leadership teams within the Regional Operating Companies and Focus Industries to drive the execution of sales strategies and improve results, including assisting in Salesforce alignment and execution and adoption. Under guidance and coordination of the BNA CE Manager **common Commercial Excellence standards as well as a harmonized Sales Process** will be set up and Sales / Industry and Product Managers will be assisted in tracking implementation and execution across the board.

The outcome of the BNA CE Manager's efforts will be consistent commercial execution at all levels within the Sales Organizations through the effective use of the Sales Force CRM tool with focus on Opportunity Pipeline development and accelerated conversion as well as Market Intel gathering through Call Reports and Sell Price responsiveness through SPR's.

The ultimate objective of this role is to help enhance the Sales teams effectiveness and efficiency through better processes supported via CRM SF. It will allow the Sales and Industry Managers to elevate the game of their Sales Teams improving GP productivity and accelerated GP growth as a result of consistent use of our CRM, Data analytics and Digital tools.

An ideal candidate for this role will have demonstrated experience in CRM Salesforce and successful Sales Leadership. S/he will be experienced in working in a fast-paced problem-solving environment. The ideal candidate will have a strong understanding of salesforce dynamics and motivation. S/he is adept at apply analytical techniques to guide decision making and influence sales leadership and senior management in a collaborative and supportive fashion.

## Essential Responsibilities and Tasks

- Define BNA Commercial Excellence Standards and harmonized Sales Process, coordinating implementation and execution across the commercial organizations in the ROC's and Focus Industry platforms.
- Help to promote desired "Brenntag Commercial Behavior" through Sales Force (harmonized Sales Process and common CE Standards).
- Enabler / Facilitator of CRM Sales Force use at all levels in the Commercial Organization / improve adoption (uniform approach / uniform behavior – Sales 101).
- Train both Sales-Industry Managers and Sales Executives to effectively use Sales Force (Call Reports / Opps Pipelines / SPR's / Dashboards / Sales 101 document! etc).
- Guide the Sales-Industry Managers to elevate the game of their Sales Teams (ie through 1 x 1 CRM Sales Force Coaching).
- Territory Management; ie Target Setting and Tracking in Sales Force (Dash Boards); Sales and Industry Managers must learn how to influence behavior, hold weekly Opps Pipeline Meetings, create visibility on Performance, etc.
- Help to improve the quality of Call Reports and Opportunity Pipeline by promoting common standards, common approach, common discipline.
- Improve Closing Rate of Opportunities in Opportunity Pipeline through more focused approach and effective Opps Pipeline Management by Commercial Leadership.
- Improved focus on New Business and New Customer Development through Sales Force.
- Guide Sales Teams on best practices for Strategic Account Planning using SF to effectively manage large and Key Accounts.
- Customer and Supplier Collaboration; Coordinate design, roll out and effective use of Partner Portals.
- Suggest and initiate CRM Salesforce functionality enhancements and expansion of capabilities and interact and funnel requirements with BNA Sales Force IT Competence center .
- Teach the effective use of "Chatter Groups" to improve communication, collaboration and impact.
- Developing more effective Customer Relationships / Customer Attraction and Retention (Strategic Account Planning function).
- Support / Promote the use of the Brenntag Digital Platform – BrenntagConnect under the umbrella of CRM Sales Force.

## Experience, Education and/or Training

- University Degree in business or chemical engineering
- 5-7 years successful Sales Leadership experience in chemicals distribution, and/or business development
- Strong technical capabilities including CRM Sales Force and Qlik knowledge.
- Strong Teamwork and Interpersonal skills to support teams across the ROC's and Industry platforms.
- Appropriate seniority, experience, and ability to influence others and drive sales

### ***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.*