

## 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:** Key Accounts Executive (KAE) – Food Industry  
**Team:** Key Accounts  
**Reports to:** Business Manager, Key Accounts  
**FLSA Status:**  Non-Exempt  Exempt  
**Status:**  Full-time  Part-time

### Summary of Job Purpose and Function

This position is responsible for the management of assigned Key Accounts within Brenntag North America focused on the Food Industry. In this role, the individual will take ownership to develop, execute and manage sales and profit growth budgets and strategies for assigned key customers. Includes sales of all Brenntag products and other services to all customer business units throughout North America.

### Essential Responsibilities and Tasks

- Understands and lives Brenntag's Connecting Chemistry Core Values, especially Safety First, and supports and drives the safety culture improvement internally and as a company advocate with customers
- Responsible for the commercial development of assigned Key Account(s) within North America including accountability for continuous achievement of sales and profit growth targets and execution of Brenntag North America's Key Accounts Program short and long-range goals, plans and strategies.
- Drive commercial excellence execution including a strong focus on pro-active sell price and margin management, opportunity pipeline development and management with high closure rates, proactive customer retention and new business development selling Brenntag's full product portfolio, services and capabilities to all assigned Key Accounts.
- Actively engage in customer sales calls and presentations with existing and prospective Key Accounts to ensure customer satisfaction and understand their needs, develop and maintain in-depth, long term relationships with key decision makers and influencers, and identify and drive closure of new opportunities to achieve growth targets
- Reduce complexity for the customer and ensure customer satisfaction when working with multiple Brenntag sites or operating companies, countries and local sales teams by providing guidance and influencing commercial decisions with their colleagues within the region.
- Responsible for providing regular communication, direction and guidance throughout the Brenntag organization in regards to Key Accounts pricing approach, strategies, contract development, producer partner programs, RFQs, terms, etc. to ensure a coherent and consistent product and service offering is implemented at all customer locations.

- Network across the organization to effectively and efficiently develop and provide solutions to resolve customer issues or challenges
- Provide product, industry and marketplace knowledge to assigned customers
- Develop, implement and maintain Strategic Account Business Development Plans in alignment with growth targets
- Manage Request for Quotes (RFQs) for assigned accounts and develop and implement RFQ strategies that increase success rate and ensure profitability goals and expectations are met
- Manage all other customer commercial requests, implementation of projects and new sales
- Develop profitable pricing strategies and assure appropriate price harmonization for assigned Key Accounts
- In coordination with Legal and other Brenntag management, responsible for negotiating commercial terms and conditions, contracts and rebates commensurate with customer commitments to Brenntag. Coordinate execution of Non-Disclosure Agreements (NDA) or Confidentiality Agreements (CDA).
- Responsible for creating customer budgets in coordination with Business Manager and/or Director
- Monitor customer sales, profit and volume performance against budget, investigate variances and implement corrective action(s) to ensure achievement, improve and maximize Sales and Profitability. Ability to understand profitability and identify and improve unprofitable products or business.
- Collaboration with Credit and Finance to support and influence payment within approved terms by our Key Accounts
- Implementation and support of Key Account processes and tools that drive productivity, efficiencies and continuous improvement

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

#### **Education:**

- Bachelor's Degree required Master's Degree preferred

#### **Experience:**

- 7– 10 years' experience in previous senior-level commercial role in a matrix organization and/or Chemical Distribution Field Sales with focus on Food Ingredients
- Prior experience managing national or multinational food companies

#### **Skills:**

- Strong team player, with high work ethic, eager to contribute
- Results driven with strong business acumen, strategically minded
- Strong relationship, commercial and negotiation skills
- Excellent communication and presentation skills
- Works independently, self-motivated
- Sales and Profit Analysis
- Effective time & resource management, ability to manage multiple projects and priorities
- Computer – Excel, PowerPoint, Word, CRM, Outlook, AS400
- Travel Expectations 50-60%

### ***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.*