

ConnectingChemistry**NEW OPEN POSITION****Job Title:** Key Accounts Specialist**Reports to:** Vice President, Commercial Support Services**FLSA Status:** Non-Exempt Exempt**Status:** Full-time Part-time**Summary of Job Purpose and Function**

The Key Accounts Specialist is an integral role that helps uncover and create business opportunities to support sustainable growth of our Brenntag Key Accounts business. In this role, the individual will work with the highly experienced team of Key Account Executives and Specialists to create and execute the growth plans of our key customers and assure business meets and exceeds budget.

This role requires a highly motivated, proactive team player, who has passion for learning, aptitude for sales and marketing, and strong ambition.

This position is located in Fogelsville, PA and reports to VP, Commercial Support Services.

Essential Responsibilities and Tasks

- 1) Manage, communicate, and update customer pricing to be aligned with market conditions.
- 2) Responsible for pricing inquiries to contribute overall decision making and business growth.
- 3) Provide solutions to customer requests, issues, and inquiries to assure service excellence.
- 4) Responsible for management and execution of RFQ's (Requests for Quotes) and RFI's (Request For Information) to support business growth.
- 5) Document market intelligence and perform business analysis to provide and execute on recommendations for growth.
- 6) Identify, develop, and close new business opportunities focused on increased profitability.

- 7) Develop and enhance customer relationships to assist with the development and execution of the strategies and growth plans to service our key customers.
- 8) Provide technical and commercial guidance to key customers to solve problems.
- 9) Prepare presentations for customer meetings.
- 10) Attend customer meetings as needed, create action plans, and assure timely follow up.
- 11) Manages execution of strategic customer projects like tails spend in timely and efficient way that supports customers meeting their own growth goals.
- 12) Create and implement ideas for process improvement to increase business efficiency and productivity.

Experience, Education and/or Training

Education:

- Bachelor's Degree preferred

Experience:

- 1-3 years of working experience in B2B a plus
- Experience in the chemicals industry a plus
- Experience in customer service, sales, marketing, and/or purchasing a plus

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.

About Brenntag

Brenntag, the global market leader in chemical distribution, covers all major markets with its extensive product and service portfolio. Headquartered in Essen, Germany, the company operates a global network with more than 530 locations in 74 countries and a workforce of more than 16,000 employees. In 2017, the company generated sales of EUR 11.7 billion (USD 13.3 billion) worldwide. Brenntag connects chemical manufacturers and chemical users. The company supports its customers and suppliers with tailor-made distribution solutions for industrial and specialty chemicals. With over 10,000 products and a world-class supplier base, Brenntag offers one-stop-shop solutions to around 185,000 customers. This includes specific application technology, an extensive technical support and value-added services such as just-in-time delivery, product mixing, formulation, repackaging, inventory management and drum return handling. Long-standing experience and local excellence in the individual countries characterize the global market leader for chemical distribution.