

## **Ad Blue Account Manager – Scotland**

### **Why join 2M Group?**

The 2M Group is privately-owned family of Life Sciences companies headquartered in the UK. The group supplies chemicals and offers technical knowledge worldwide for a range of industries including Personal Care, Household, Industrial and Institutional Care, Pharmaceuticals, Automotive, Aerospace, Oil & Gas and Water Utility industries.

### **About**

Banner Chemicals, part of the 2M Group, are looking for an Account Manager to cover Scotland. This role is field based and key responsibilities will include developing new business, as well as maintaining relationships with existing clients. We're looking for an Account Manager who has enthusiasm and a "can do" attitude towards their customers. This is a very exciting opportunity to join a growing, multinational company at the forefront of the chemical industry.

Employment Details: Full-time / Permanent

Location: Scotland

Competitive Salary + Bonus + Company Car + a range of other benefits

### **Key Responsibilities:**

- Operate as the lead point of contact for any and all matters specific to your customers
- Develop business with new and existing clients
- Pioneer and develop long-term customer relationships at all buyer levels.
- Support your accounts to achieve the overall sales targets and ensure that customer satisfaction is achieved
- Ensure delivery of revenue, margin and volume targets
- Implement strategic and tactical initiatives to achieve target
- Prospect and develop new accounts using structured and effective preparation, presentation, and negotiation techniques
- Implement an Account Plan covering products, services packages, contracts, prices, credit terms and credit limits for new and existing customers
- Take responsibility for HSE issues
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status

### **Experience:**

- Proven work experience as an Account Manager or other relevant experience.
- Graduate in a Business or Science based qualification is desirable.
- Some knowledge of the competition.
- Understand their strengths and weaknesses, thereby, maximising opportunities and minimizing competitive vulnerabilities.
- A good understanding of the changing AdBlue/SCR market.
- The ability to communicate, present and influence effectively at all levels of the organisation.



- Solid experience with MS Office (particularly MS Excel)
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time whilst paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills

**Skills:**

- Ability to plan and prioritise workload and work under pressure
- Excellent verbal and written communication skills
- Possess high degree of tact and discretion
- Effective team player Attitude and Commitment
- Commitment to the continued development of excellence
- Display a flexible and open approach to the role
- Promote company values at all times

To apply for this role, please apply with an up to date CV to [hr@banners.com](mailto:hr@banners.com) detailing how your experience matches the requirement of the role.

[www.bannerchemicals.com](http://www.bannerchemicals.com) | [info@bannerchemicals.com](mailto:info@bannerchemicals.com)