

Account Manager / Business Development / Chemical Sales

We are looking for an Account Manager to develop business with new and existing clients in Scotland for this multinational Chemical Blending and Storage company. The Account Manager will be field based and spend most of their time securing new business, as well as maintaining relationships with existing clients.

The company provides their customers with a world-class service and advice on creating chemical products to their specific requirements. They require an Account Manager who has the enthusiasm and “can do” attitude towards their customers.

This is a very exciting opportunity to join a growing, multinational company leading the charge in 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

Personal Qualities;

- 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

Candidates with the experience or relevant job titles of; Technology Sales, Sales Advisor, Business Development Executive, Sales Consultant, Field Sales Executive, Experienced Sales Person, Engineering Sales Consultant, Components Sales Person, Customer Sales Manager, Area Sales Consultant, Face to Face Sales, B2B Sales may also be considered for this role.

To apply for this role, please apply with an up to date CV detailing how your experience matches the requirement of the role.

Key Appointments UK Ltd will assess your suitability for the role based on the information contained in your CV and application. This includes, skills, experience, education and location. Unfortunately, we are unable to provide specific feedback to applicants who are not successful.

Key Appointments UK Ltd acts as an employment agency for permanent recruitment and employment business for the supply of temporary workers. By applying for this role, you give consent for your CV to be processed by Key Appointments for recruitment purposes. Our full Privacy Policy is available at [key-appointments](http://key-appointments.com)