



Graduate Solvents Account Manager – Midlands

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.

Banner Chemicals, part of the 2M Group, are looking for an Account Manager to cover the Midlands. 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.

About

Banner Chemicals are looking for an ambitious Graduate Account Manager to join their expanding solvents unit covering the Midlands Area. This opportunity involves looking after an existing set of customer accounts and maximising sales, whilst building and maintaining lasting customer relationships. The role of a Graduate Account Manager will also require identification of new business potential and subsequent sales development.

Do you have a Chemistry or Chemical Engineering related Degree and looking to utilise your knowledge in a commercial role? Are you looking for an exciting challenge, working for a growing, successful and innovative company where your hard work and creativity is valued highly? In the role of Graduate Account Manager, you will need to be based in the Midlands however be happy and willing to work from the company's Head Office in Runcorn for up to 6 months, where you will receive full training (accommodation will be provided during the working week for the training period). A full Driving Licence is required as is the desire to work autonomously and be driven to personally develop to achieve success in this account management role.

- Details - Competitive salary plus performance based, quarterly and annual bonus
- Location: Covering the Midlands
- Permanent - Full time (35 hours per week)
- Company car, mobile phone and laptop after training period

Key Responsibilities

- Promote a range of solvents and services to current and prospective customers
- Look for new customers to sell new and existing products
- Deal with customer enquiries, orders and pricing queries
- Manage and update the CRM customer database system
- Arrange and plan customer visits; produce visit reports
- Be well organised and maximise the potential in the sales area
- Prepare quotations/respond to price requests
- Respond to sample and information requests quickly
- Meet/exceed agreed monthly, quarterly and annual sales and performance targets.

Skills & Experience

- University Degree – Chemistry or Chemical Engineering



Banner Chemicals Group

- Previous experience in a field-based sales role would be beneficial
- Experience in the Chemicals sector is required
- Full UK Driving Licence
- Highly motivated and proactive with strong commercial acumen
- Desire to deliver exceptional customer service
- Excellent planning, organisation and problem-solving skills
- Good presentation, written and communication skills

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

www.bannerchemicals.com | info@bannerchemicals.com