

CAREER OPPORTUNITY
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□ **Job Title:** Account Manager

**Location:** Regina, SK

□ **Reports to:** Sales Manager, Mid West

□ **Purpose of position:**

To effectively manage a sales territory that targets growth in the customer base, sales, volume and profitability, while ensuring customer requirements are being met.

□ **Key Accountabilities:**

- Achieve or exceed annual planned sales and margin objectives for the assigned territory or market segments while maintaining expenses within assigned budgeted guidelines;
- Participate in the preparation and implementation of annual territory budgets and marketing plans for the assigned territory or area of accountability;
- Identify and report potential sales growth opportunities and factors which could influence Brenntag's local marketing plans and objectives;
- Work with the assigned customer service representative, analytical and technical resources (internal and external) to insure a level of service that meets customers requirements;
- Establish strong business relationships with existing customer base and develop value relationships with potential clients to expand business;
- Utilize the Brenntag Sales Process and maintain in a timely manner the Customer Relationship Management (CRM) database, as well as, complete all other assigned reporting requirements;
- Ensure all activities are conducted in accordance with health, safety, quality and environmental management systems as well as corporate and local policies.
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□ **Qualifications will include the following:**

**Behavioral Competencies:**

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| • Influential/Persuasive | • Business Acumen       |
| • Results Oriented       | • Team Focus            |
| • Customer Service Focus | • Relationship Building |

**Technical Competencies**

- Post Secondary education with a focus in Business, Science or equivalent
- Previous sales experience in the chemical distribution or related industry
- Superior presentation and negotiating skills
- Microsoft Office applications; Word, Excel and PowerPoint