

CAREER OPPORTUNITY

- **Job Title:** Account Manager **Location:** Fort Nelson, B.C.
- **Reports to:** Sales Manager, Process Chemicals

- **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;
 - Where appropriate, manage inventory (slow moving and obsolete) in geographical territory and ensure profitability of remote sites;
 - Ensure all activities are conducted in accordance with health, safety, quality and environmental management systems as well as corporate and local policies.

- **Qualifications will include the following:**
 - Behavioral Competencies:**
 - Influential/Persuasive
 - Results Orientated
 - Customer Service Focus
 - Relationship building
 - Business Acumen
 - Team Focus

 - Technical Competencies**
 - Post Secondary education with a focus in Business, Engineering or Chemistry
 - Experience in the chemical distribution business preferably in a sales capacity
 - Superior presentation and negotiating skills
 - Microsoft Office applications; Word, Excel and PowerPoint