



CAREER OPPORTUNITY

- ❑ **Job Title:** Corporate Account Manager **Location:** Calgary, AB
- ❑ **Reports to:** Manager, Corporate Accounts
- ❑ **Purpose of position:**

Profitably grow our business at major oil and gas companies by effectively managing existing contracts and developing new chemical supply agreements with corporate management personnel. Focus will be on oilfield production, process chemicals and major engineering consulting firms.
- ❑ **Key Accountabilities:**
 - Develop and implement strategies, plans and programs to profitably grow the business at assigned accounts;
 - Build and maintain strong relationships with key corporate, technical, supply and management decision-makers;
 - Coordinate commercial and technical points-of-contact between Brenntag personnel and the assigned Corporate Oil, Gas and Engineering accounts;
 - Develop, implement and expand new and existing sales, service and product programs that maximize sales and profits for Brenntag;
 - Lead, organize, prepare and deliver bids, quotations, proposals and presentations to corporate personnel and negotiate successful outcomes;
 - Develop and maintain complete corporate profiles of the assigned accounts including information relating to corporate objectives, organization, facilities, projects, procurement practices, chemical consumption and competitive supply situations;
 - Adhere to Brenntag's corporate policies, guiding principles and delegated authorities;
 - Contribute to the effectiveness of Brenntag's quality, health, safety and environmental management system.
- ❑ **Qualifications will include the following:**
 - Behavioral Competencies:**
 - Relationship Building
 - Strategic Business Sense
 - Leadership Skills
 - Influential/Persuasive
 - Problem Solving
 - Technical Competencies:**
 - Five years of chemical sales experience in the oil and gas industry, preferably with some head office calling;
 - Degree in chemistry, engineering or business;
 - Well-developed computer skills;
 - Superior presentation, communication and negotiating skills.