



## **Account Manager** CASE, Polymers and Lubricants

Home Based, North of England

Do you have experience as an Account Manager?

Banner Chemicals are looking for an Account Manager to join their friendly team in the CASE division. You will be responsible for looking after a set of accounts and building and maintaining customer relationships.

### **What you'll be doing...**

Reporting to the Business Director, you will be the first point of contact for both technical and commercial matters, specific to your customers.

- Develop business with new and existing clients, holding discussions with both purchasing and technical contacts.
- Develop long term customer relationships at all levels.
- Ensure delivery of targets using strategic tactical initiatives
- Develop and manage new accounts using effective preparation, presentation, and negotiation techniques.
- Manage customer accounts covering products, services packages, contracts, prices, credit terms and credit limits.
- Forecast and track key account metrics and produce reports.
- Take responsibility for HSE issues.
- Work towards being a Product Champion of designated product ranges.

### **Your background...**

#### **Must have...**

- Experience in Surface Coatings and/or inks industries.
- Strong Communication skills with the ability to communicate, present and influence at all levels.
- Organisation & Planning skills with the ability to plan and work to deadlines.
- Computer literate.
- Excellent team worker able to adapt to changing priorities.
- Ability to be creative and imaginative when providing solutions.

#### **Nice to have...**

- Degree – Life Science related.
- Experience in delivering client focussed solutions based on customer needs.
- Ability to manage multiple projects at a time whilst paying attention.
- Good level of knowledge of Microsoft packages especially Excel and Word.

### **What we can offer you...**

- Home based.
- Flexible working around core hours of 9am – 5pm.
- Career development opportunities Generous holiday allowance with buy/sell holiday scheme.
- Mental and physical wellbeing initiatives.
- Volunteering days.

### **A bit about us...**

With customers all over the world, Banner Chemicals strives to deliver chemistry-based solutions for a better life today and a better world tomorrow. Headquartered in the UK, we supply chemicals and offer technical knowledge worldwide for a range of material science industries.

We offer an innovative, inspiring, and truly creative environment where we motivate and encourage brand new ideas, contributing to providing the best of the best commercial services to our clients.

As part of the 2M Group of Companies we are a friendly team with an innovative culture that works together to get things done. We trust everyone equally and fairly and encourage our people to be truly creative and think outside the box.

**Sound like a good fit? email [recruitment@2m-holdings.com](mailto:recruitment@2m-holdings.com) to apply**