



Job role

An exciting opportunity to join a growing sales team within the automotive aftermarket. Responsible for sales development, the successful candidate will spend most of their time trying to secure new business with end users and distributors, as well as maintaining relationships with existing client's.

The Company are looking for an experienced, friendly and enthusiastic individual with a can-do attitude. Responsible for sales development. The successful candidate will spend most of their time trying to secure new business, as well as maintaining relationships with existing client's. The Company are looking for an experienced, friendly and enthusiastic individual with a can do attitude. This is a very exciting opportunity to join a growing, multinational company leading the charge in the chemical industry.

About Banner Chemicals

Banner Chemicals, a 2M Group Company, is headquartered in the UK. With customers all over the world, Banner Chemicals strives to deliver chemistry-based solutions for a better life today and a better world tomorrow. We supply chemicals and offers technical knowledge worldwide for a range of industries including Household, Industrial and Institutional Care, Automotive, Aerospace, Oil & Gas and Water Utility industries. As part of the 2M Group of Companies, we provide customers with market leading commercial and technical expertise.

What we offer

Job type: Full-time

Salary: Competitive

Work environment: Flexible - Home-based / office-based

Location: Field based - UK

Key Responsibilities

- Operate as the lead point of contact for any and all matters specific to your customers.
- Develop business with new and existing clients
- Ensure delivery of Revenue, Margin and Volume targets.
- Implement strategic and tactical initiatives to achieve target.
- Prospect and develop new accounts using structured and effective preparation, presentation and negotiation techniques.

Skills, Qualifications & Experience

Essential

- Proven work experience as an Account Manager or other relevant experience.
- The ability to communicate, present and influence effectively at all levels of the organization.
- Solid experience with MS Office (particularly MS Excel)
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time whilst paying strict attention to detail
- Excellent listening, negotiation, and presentation skills
- Excellent verbal and written communications skills

Desirable

- Some knowledge of the competiition. Understand their strengths and weaknesses, thereby, maximising opportunities and minimizing competitive vulnerabilities.
- A good understanding of the changing AdBlue/SCR market.