

Technical Account Manager - Industrial Applications

Full time - Permanent

Field based in the UK

Do you have experience within the chemical industry and thrive on applying your expertise across diverse applications areas?

Do you excel at building and maintaining strong customer relationships?

Are you ready to utilise your expertise across multiple industrial application areas while embracing new challenges and expanding your knowledge?

Surfachem are seeking a Technical Account Manager with broad expertise across various chemical application areas, including adhesives & sealants, coatings, construction, metal treatment, and agrochemicals. This role is perfect for a driven professional eager to develop and grow the business while continuously expanding their knowledge and expertise in these and new application areas.

What you'll be doing...

Reporting to the UK Sales Manager, you will oversee a diverse portfolio of customers specialising in various industrial applications. Your key responsibilities will involve building and nurturing existing relationships, forging new connections, and initiating development projects to drive business growth.

- Develop and maintain business with new and existing clients, engaging in discussions with both purchasing and technical contacts.
- Support in cultivating long-term customer relationships at all levels.
- Contribute to delivering targets using strategic tactical initiatives.
- Help in developing and managing new accounts using effective preparation, presentation, and negotiation techniques.
- Aid in managing customer accounts covering pipeline opportunities, products, contracts, prices, credit terms, and credit limits.
- Assist in forecasting and tracking key account metrics and producing reports.

Your background...

Must have...

- Account management experience within the chemical industry
- Experience within either adhesives & sealants, coatings, construction, metal treatment or agrochemicals industries.
- A strong scientific background and willingness to learn.
- Strong communication skills and an excellent collaborator

Nice to have...

- A bachelor's or master's degree in chemistry, biology, or a related field.
- Ability to manage multiple projects simultaneously while maintaining attention to detail

Email recruitment@surfachem.com to apply

- Full UK driving license

What we can offer you...

- Home office and field based in the UK
- Company car
- Flexible working hours
- Career development opportunities
- A dynamic and friendly environment
- Generous holiday allowance with buy/sell holiday scheme
- Mental and physical wellbeing initiatives
- Volunteering days

A bit about us...

Surfachem is a chemicals distributor based in the UK, with offices throughout Europe. We sell the building blocks of thousands of products which you'll use every day including cosmetics, beauty products, pharmaceuticals, and cleaning solutions. Our customers come to us for market knowledge and technical support, so that they can develop the next generation of consumer products. Beyond that, we are a friendly team that work together to get things done. We trust and respect everyone equally and fairly and encourage our people to be truly creative and think outside the box.