

## Technical Account Manager (m/f/d) Cosmetic & Personal Care - BENELUX

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

Attracting, building and maintaining business through effective promotion of the company, products, and services in the market place. Responsible for sales activity and maximizing the conversion of product enquiries into sales by providing exceptional technical knowledge. Day to day, you will take part in:

- Identification of customer needs and product developments
- Providing technical expertise in the formulation of our full portfolio range of specialty ingredients
- Visiting relevant customer departments with primary emphasis on R&D departments
- Documenting all strategic and tactical activities in MS Office / CRM
- Preparing quotations, responding to price enquiries and requests for samples and information
- Managing sales results via agreed KPIs (Key Performance Indicators) incl. sales and gross profit targets
- Contributing to new concept developments and trend analysis
- Cooperating closely with the Customer Service department as well as other functions where required

### Your background...

#### Must have...

- Fluent in Dutch and English
- 5-10 years of experience in B2B cosmetic / Personal Care industry
- High performance drive and sense of prioritisation, commitment, true team player, perseverance and flexibility
- Communication, presentation and negotiation skills
- Computer literacy (MS Office) especially Excel
- Full European Driving licence

#### Nice to have...

- Fluent in German and French
- Degree in Cosmetics & Detergent Technology or Life Science or Chemistry
- Good ERP knowledge (MS Dynamics)
- Working in commercial environment

### What we offer you...

- Full-time, home-office work (in or close to Netherlands) with a competitive salary
- A fast-paced and friendly environment built around ethics, sustainability, expertise and innovation
- A lot of creative freedom to act
- A management which truly cares and will guide you proactively to develop your personal and professional skills

- Individual app-based benefit programme with tax-free benefits such as a fuel voucher, job ticket or gym membership and tax-privileged job bike leasing option
- Career development opportunities incl. 2M Academy program

## A bit about us...

Surfachem Deutschland GmbH is a chemical distributor focused in the Personal Care and HI&I industries, based in Wendelstein near Nuremberg. Our customers come to us for our market knowledge and technical expertise, so that they can develop the next generation of consumer products. As part of the 2M Group of Companies with various legal entities across Europe, we work together to get things done. Our vision is to "deliver chemistry for a better life™" while our mission is "to be the most customer-centric marketing and distribution partner for our suppliers and customers". 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 [hr@surfachem.de](mailto:hr@surfachem.de) to apply

