

Job Title: Account Manager (East Midlands)

As an Account Manager for Stowlin, you will be the driving force behind our sales efforts in the East Midlands region. Your primary mission is to manage and expand our customer base, ensuring that every client receives exceptional service and support. This is a dynamic role that combines relationship-building with strategic sales initiatives, offering you the opportunity to make a significant impact on our business.

What You Will Be Doing:

- **Managing Customer Relationships:** Oversee a diverse customer base within your designated sales territory, conducting regular site visits and virtual meetings to maintain strong, productive relationships.
- **Technical Support:** Act as the go-to resource for your customers, providing them with the technical support they need to succeed.
- **Collaboration:** Work closely with equipment partners to boost sales and engage in cross-functional projects as needed.
- **Opportunity Development:** Build and manage an opportunity pipeline, identifying new business opportunities and added value services.
- **Market Feedback:** Relay market insights to the Business Director, contributing to the overall business strategy.
- **Sales Analysis:** Analyse sales data, perform gap analysis, and prepare monthly sales reports to keep our growth trajectory on track.
- **Account Growth:** Develop and execute account plans, working towards key performance indicators and maximizing account potential.

Your background

Must have...

- **Prioritization & Multitasking:** Ability to manage multiple tasks and prioritize effectively in a fast-paced environment.
- **Strong Communication:** Exceptional verbal and written communication skills to engage with stakeholders at all levels.
- **Self-Starter:** Proactive and able to work independently, meeting deadlines with minimal supervision.
- **Team Player:** Comfortable working both independently and as part of a team, with a knack for collaboration.

Nice to have...

- **Educational Background:** Degree-Life Science related.
- **IT Skills:** Familiarity with Microsoft packages, especially Excel and Word.

- **Adaptability:** Able to quickly adjust to changing market conditions and pivot strategies as needed.
- **Experience in Chemical Distribution:** Prior experience in the chemical distribution industry will set you up for success in this role.
- **Sales Experience:** A track record of success in a commercial sales role.

What we can offer you...

- Field & Office Based with home working.
- Company Car
- Flexible working around core hours of 9am - 5pm
- Career development opportunities
- Generous holiday allowance with buy/sell holiday scheme.
- Volunteering days

A bit about us...

Stowlin 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.

Are you ready to take your career to the next level? Join Stowlin as an Account Manager and be a key player in our growth story!