

## **Technical Development & Account Manager (Personal Care, Home Care, Industrial & Institutional Care) - Surfachem Poland**

**Fulltime**  
**Field/Remote based**

Are you passionate about developing cutting-edge solutions within the Cosmetics and Cleaning industries? Do you possess strong problem-solving abilities and a keen eye for detail? Are you a strong communicator with excellent interpersonal skills?

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

Drive sales growth by providing comprehensive technical support and account management to current and prospective customers within a designated territory, promoting the full Surfachem product range and services.

- Provide technical support throughout the process of new formulation development.
- Plan and execute commercial activities to increase market share.
- Project a professional, competent and efficient image of the Company at all times in front of customers and suppliers.
- Provide high quality support for customers, maintain momentum and close sales deals.
- Coordinate and support outbound sales activity with internal sales and communicate within whole organisation when required.
- Be actively involved in exhibitions and customer training events.

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

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

- At least 2 years Formulation or Field Sales experience.
- Experience within the Cosmetics / Cleaning Industries.
- Excellent communication and presentation skills.
- Strong organisational and planning abilities.
- Computer literacy (Microsoft Word/Excel)
- Fluency in English and Polish.
- Full Driving License.

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

- Strong strategic planning skills.
- Degree or equivalent in a Life Science or related field.

## What we can offer you...

- Generous holiday allowance with buy/sell holiday scheme.
- Flexible hours
- Genuine professional development opportunities through external training and internal career development programmes
- Mental health initiatives, including free therapy/counselling
- Physical wellbeing initiatives including active support and challenges

## 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.

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.