

Technical Account Manager (m/f/d) Home, Industrial and Institutional Care (HI&I)

Surfachem are looking for a personable and enthusiastic Technical Account Manager to join our HI&I team.

About Surfachem

Surfachem, a 2M Group Company, is a leading, global distributor of speciality chemicals. We distribute an extensive portfolio of speciality chemicals into a range of application areas, including our core markets - Personal care, Household, Institutional and Industrial care, and Pharmaceuticals. Working with industry-leading manufacturers, Surfachem acts as a synergistic link between our suppliers and customers to deliver chemistry for a better life. From start-ups, to supermarkets and multinational brands, our ingredients are a fundamental part of your everyday routine.

What we offer

Job type: Full-time / Part-time / Temporary

Salary: Competitive, Depending on Experience

Work environment: Home office, or Wendelstein (near Nuremberg)

Location: Head Office –Wendelstein, Germany

Here at Surfachem, we offer a lot of creative freedom to act. We also offer an attractive salary and benefits package including a company car. Whether you want to work from home office or at our site in Wendelstein (near Nuremberg), our management will guide you proactively to develop your technical and professional skills. In addition, selected employees will receive further training within our Future Leader Program at the 2M Academy.

Key Responsibilities

- Critical technical-commercial role in the B2B environment in the HI&I sector
- Understand and market our product & service portfolio at both commercial and technical levels
- Acquire new customers as well as actively support existing customers
- Identify customer needs and product developments
- Record all strategic and tactical sales activities in MS Office / CRM
- Prepare quotations, reply to price enquiries and sample or information requests.
- Lead all price and service negotiations.
- Ensure rigorous follow up mechanisms to maintain momentum and close sales deals
- Manage sales and gross profit targets via defined KPI (Key Performance Indicators)
- Close cooperation with the Customer Service department

Skills, Qualifications & Experience

Essential

- 3-5 years of commercial experience in the HI&I or closely adjacent industry
- Proven track-record of above-average sales and gross profit growth
- Dynamic, high-performance mindset, committed, able to work in a team, perseverant flexible, structured and autonomous.
- Able to understand market conditions and market drivers to succeed
- Excellent communication and negotiation skills
- Conversational German and English
- Bachelor's or Master's degree in Chemistry or Life Sciences preferred
- Very good computer skills (MS Office especially Excel)