



SACHEM delivers highly pure, precise and innovative chemical solutions designed to solve our customer's most demanding applications. We have become a world leader by applying our chemical expertise and solutions in key markets such as electronics, biotechnology, starch modification, polymers, catalysts, pharmaceutical and agricultural chemicals.

SACHEM is recognized for innovation, technical expertise, revolutionary service and an unwavering commitment to safety and the environment. To provide seamless service, responsiveness and support, SACHEM is organized around regional business units for the Americas, Europe and Asia. SACHEM's expanding manufacturing operations includes facilities in North America, Europe and Asia and a global service network spanning over 30 countries. Our organization enables worldwide delivery of innovative and customized chemical solutions backed by superior customer service.

In order to strengthen our sales organization in Europe we are looking for a:

Account Manager

This role offers an excellent opportunity in a successful and progressive company. The right candidate will have ample opportunity to grow within the role.

JOB DESCRIPTION

- Deliver annual sales and profit targets for the assigned territory and/ or business segments
- Maximize the business opportunities at both existing and potential new accounts
- Present convincingly SACHEM technical and commercial information at purchasing, head office, production and R&D environments, advising customers on the most optimum use of our products
- Implement agreed pricing policies and be able to manage commercial and administrative issues that arise with customers, distributors and agents
- Manage technological (sampling) progress and competitive activity
- Report and document customer and stakeholder interactions and agreements in the CRM system
- Sell SACHEM products, negotiate contracts in line with the policy and guidance
- Take action to manage and to optimize the deviations in favour of SACHEM
- Pricing policy execution in conformity with budget
- Active promotion through:
 - Sales calls/visits to existing customers and prospects (preparation, execution and accomplishment) and report these visits to the standard high quality in the CRM
 - Account and customer management as agreed
 - Attend relevant exhibits and conferences
 - Mailing and newsletters
- Maintain close contact with our customers across functions and function levels
- Account plan development and execution (with support from Marketing)
- Send out quotations
- Approve orders
- Credit checks of customers when needed



FOR THE ASSIGNED TERRITORY AND/ OR BUSINESS SEGMENT(S)

For the assigned territory and/ or business segment(s):

- Grow and maximize the sales in turnover and absolute margin
- Develop new business and market opportunities in line with the strategy and mission
- Develop and execute a strategic and tactical plan for the assigned responsibility area/territory (the territory sales plan) in line with SACHEM's strategy and vision with SMART actions and support required.
- Get alignment and approved path way with marketing and BU management
- Position SACHEM in the market in line with the mission
- Optimize and improve the communication with and service to customers and prospects
- Manage deviations from the plan/budget/three year plan to the benefit of SACHEM.

THE SUCCESSFUL APPLICANT

The ideal candidate will have the following skills and experience:

- Bachelor level/degree in chemistry, chemical technology or similar scientific field.
- Strong communicator
- Technical chemical background by education and/or experience
- Proven technical problem-solving skills
- Proven commercial and negotiation skills
- Track record in business development
- Min. of 5 years experience in the sales environment of the international chemical industry
- Good presentation skills and ability to develop interpersonal relationships
- Profound language skills both speaking and writing: Dutch, English. Working knowledge of German is a pre
- The role will include international travel (>30%)

WHAT'S ON OFFER

- Great pension arrangement
- 35 holidays
- Flexible working times and workplace
- Market conform salary

If you have become enthusiastic, respond as soon as possible by sending a CV with explanation to personeelszaken@sacheminc.com. For questions you can always contact Miranda via +31(0)6-55224905 or per e-mail mnabuurs@sacheminc.com.