



Job Title: Account Manager

Description

Role Summary / Purpose

The Account Manager is responsible for maintaining and developing the client relationship and sales at assigned customer sites for both specialty water and process chemicals.

Essential Responsibilities

- Responsible for achieving order budgets through sales to new and existing accounts/clients.
- Working with current customer and prospect to meet desired sales and service needs
- Maintain the integrity of strategies, implementation of sales and marketing programs and achievement of sales goals within the assigned territory/market
- Develop and execute territory and specific account sales plan
- Coordinate support resources to maintain and grow existing accounts and close new accounts
- Participate in plant visit to gather sample,
- Manage customer satisfaction and escalate customer concerns internally
- Coordinate proposal activity
- Meet or exceed assigned quotas (activities and results)
- Participate as an active local member of Sales & Operations Team

Qualifications

- Mechanical, Environmental, Chemistry degree or similar.
- Account Management or sales experience in water/process treatment company or industrial plant.
- Availability to travel within assigned region.
- Possession of driving license required.
- Ability to prioritise and work within stringent deadlines.
- Ability to effectively support multiple managers and teams.
- Good project management and reporting skills.
- Successful candidate will have a demonstrated understanding of the measurements place and value selling strategies.
- Proven track record of exceeding aggressive sales quotas.
- Successful track record penetrating new accounts and markets.
- Effective benefit-oriented presentation skills.
- Goal oriented self-starter.
- Selling & Strategic account experience.
- Development skills with high integrity.
- Outstanding communication and interpersonal skills.
- Frequent travel within assigned territory.
- IT literate, including proficiency in MS Word, Excel, PowerPoint and Outlook.



About Us

Join the Resource Revolution! SUEZ Water Technologies & Solutions looks for innovation everywhere. For more than 100 years, SUEZ has been at the forefront of innovation, from the SUEZ Canal to addressing water scarcity. Finding solutions to the world's biggest problems has never been more important than right now. Join us today and become an essential part of the Resource Revolution!

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