

We're hiring...

ACCOUNT MANAGER, SCOTLAND & NORTH

Position overview

Due to continued expansion Vebro Polymers is now looking for an experienced Account Manager to take on responsibility for both sales and account management of our existing customer base within Scotland and the North of England.

The successful candidate will be responsible for achieving a pre-agreed sales target, managing the requirements of an existing customer base, developing new customers in the region, maximising sales, and profits within the territory, promoting Vebro products and services as well as developing new business and sales opportunities.

Responsibilities

- Responsible for meeting the agreed budgeted sales volumes, revenues, and contribution margin targets.
- Able to build internal relationships with all Vebro departments, SOP, Finance, Marketing, Production and Technical.
- Prepare and/or lead negotiations on multiple projects concurrently.
- Monitor and report competitive threats, propose responses and agree on tactics as appropriate.
- Drive relationship building with customer at all levels of both organizations.
- Understand in depth the Account needs, customer key buying criteria and sensitivity to changes. Assess our competitive position (market share, cost position, technology, performance)
- Deliver accurate forecasts and key customer updates in line with company expectation.

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The Court, Kestrel Road, Trafford Park, Stretford, Manchester M17 1SF

w: vebropolymers.com | e: hello@vebropolymers.com | t: +44 (0) 1618 738 396



Required skills and experience:

- Results driven and entrepreneurial, with a flair for commercial thinking
- 5+ years' experience in previous sales & account management roles related to the construction products market sector, preferably within the polymer flooring industry.
- Excellent business, commercial and technical expertise.
- Strong analytical, conceptual, and strategic thinking
- Must be a self-motivator, enthusiastic, have good time management skills and be pro-active.
- Good internal and external communication skills
- Ability to create and deliver presentations tailored to the audience needs.
- Maintain an accurate and up-to-date CRM customer database.

What we offer in return:

- An attractive and competitive salary.
- Company car.
- Pension scheme.
- 25 days holidays, plus bank holidays.

To apply for the position, please email your CV and any covering letter to hello@vebro polymers.com

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