

Account Manager

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Company: Buckman

Location: Vietnam

Category: other-general

Description

Account Manager_PT

Location : Vietnam

Required Language : English

Employment Type : Permanent

Seniority Level : Associate

Travel : <10%

Education: Bachelor's degree in Pulp & Paper / Chemical Engineering / Chemistry /

Biology or related science/engineering

Experience:

More than 7+ years related sales experience; has successful selling experience; proven track record in sales of specialty chemicals in the Paper industry

More than 5 years of experience in the Paper making process

At least 3 years of management experience

Field application of specialty chemicals desirable

Skills Requirement:

Ability to operate and maintain dosing system

Strong sales and closing skills

Good commercial and negotiating skills

A team player; Excellent leadership

Excellent communication in Thai and English (both written and verbal), interpersonal and presentation skills

Culturally sensitive; able to deal with customers from a wide cultural and national background at all levels

Ability to instill confidence when dealing with customers and projecting a professional image

Computer proficiency with sound knowledge in Microsoft Office such as Microsoft Word, Microsoft Excel, and Microsoft PowerPoint

Able to travel extensively

Full of safety awareness

Knowledge Requirement:

Good understanding of engineering principles and good practical skills to execute the service work with safety standard

Good understanding of and familiarity of our business and organization

Good understanding of business / financial concepts and terminologies

Work Results & Essential Actions:

Service existing accounts, establish new accounts; establish and maintain relationships with Key Accounts

Effective management of customers, agents, and distributors

Effective contribution to team development

Effective management of Sales Team

Achieve Business Goal

Support internal Systems and Processes

Plan and implement territory sales and profit objectives

Assist in the establishment of sales and profit objectives to meet division requirements

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