

Sales Account Manager

Protective Sales – Western Germany

**Job profile:**

As a Sales Account Manager (m/f) you are our face to our customers in the Western part of Germany. As part of a successful DACH sales team, you are responsible for identifying, establishing and managing business relationships with accounts. Supporting our strategy, you strive for new customers while deepening contact to the existing customers and their requirements.

You deliver excellent service and innovative consultancy solutions to our customers in the highly competitive field of Protective Coatings. Additionally you are the person who connects market needs with HEMPEL's internal functions.

**Locations:**

Cologne (Köln) Office / Home office

Key responsibilities:

- Strengthen the Hempel brand within Germany
- Identify, establish and ensure excellent contacts with existing and potential new customers
- Ensure technical advice to applicators and specifying companies
- Proactively identify, track and coordinate projects, always involving the relevant colleagues and functions
- Responsible for credit control, claim handling, market research with connection to defined customer platform and territory
- Initiate and execute networking events (customer seminars and other)
- Understand and capitalize Hempel's strengths against key competitors in the market
- Ensure the information on all activities regarding customers/projects is available to the company while using available tools such as CRM



Qualifications and skills:

- Higher Education in Business and/or Engineering
- We prefer that you have minimum 5 years of experience
 - in Sales, or similar function, with a major coatings company and / or
 - in an sales account management position with a supplier of technical solutions to the construction industry
- You have excellent organizational skills and have demonstrated the ability to manage multiple opportunities in parallel.
- You are able to understand and connect technical and business value propositions and you have demonstrated a natural customer orientation and commercial understanding
- Mother tongue German and fluent in English
- Professional presentation skills is a must

What we offer:

In Hempel we offer a variety of global career possibilities and many cross functional and cross cultural working relationships. We strive to create the right conditions for personal and professional development.

Further information:

For further information on Hempel, please visit www.hempel.com. To apply for this position, please submit your application letter and a CV in English via the [LINK](#) no later than 30 April 2018.

Hempel is a world-leading provider of coating solutions that bring protection and inspiration to the world around us. We employ over 6,000 people in 80 countries, delivering innovative and trusted solutions for the Protective, Marine, Container, Decorative, Yacht and Industrial markets. From private homes to public infrastructure and power stations, Hempel is committed to making the world's structures brighter, stronger and more sustainable. The company is proudly owned by the Hempel Foundation, which supports cultural, humanitarian and scientific causes across the world.

