

Corporate Account Manager - Downstream Client Focused

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Company: Michael Page

Location: Indonesia

Category: other-general

High Exposure Well Known Company About Our Client Our client is a well known Water Treatment Chemical company. Job Description Develop and expand existing and new national accounts in the Downstream (Petrochemical and Refinery) sector Ensure customer service delivery emphasizing the delivery of our clients' value proposition Design and implement strategic business plans for national account Build and secure major new business accounts at the corporate level Present value-add products and programs, highlighting impact to the customer's business Partner and lead service and sales teams to ensure that revenue and profit targets are met and delivery of Service Standards are consistent The Successful Applicant Bachelor's degree in engineering (chemical, mechanical, industrial) or life sciences (biology, chemistry, etc.) 8 years of technical sales experience (preferably in water treatment or specialty chemical industry experience) Demonstrated large account management success is in selected industry with executive-level relationship sales experience We don't just accept difference - we celebrate it. We encourage applicants from all backgrounds to apply for this role and are committed to building inclusive, diverse workplaces where everyone can thrive. If you require any support or reasonable adjustments during the recruitment process, please let us know .

#J-18808-Ljbffr

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