



**MMC – Malzkorn Management Consultants**

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Our customer is a US-based leading manufacturer of a broad range of specialty chemicals derived from natural materials. The company delivers natural high-quality vegetable-oil-based raw material sterols and natural vitamin E, anionic surfactants and esters used in nutrition and personal products to global blue chip consumer product companies. Providing customers with exceptional service and new innovations will lead to significant growth. That's the reason why we are now looking for a sales driven

## Regional Key Account Manager EMEA (m/f/d)

In this role you will discuss and develop the strategy, the priorities and the sales plan and targets for our opportunities in the region. You will interface collaboratively with internal stakeholders including supply chain, purchasing, regulatory, legal and finance to manage processes and improve engagements with accounts. You will be focused on new accounts and opportunities, also you will identify market potential and meet targets to achieve sustainable growth through customer satisfaction and profitability. Furthermore, you will ensure that sales are margin enhancing for the Care Chemicals Division. You will manage the opportunity pipeline through generation and closing of new business and you will drive growth goals and act as a liaison with regional distributors.

### This is mandatory

- Minimum of 5-8 years of experience in International Key Account Management, Business Development or Sales with proven success building and maintaining long term relationships with end-customers and distributors. Distributor management experience is strongly preferred
- Chemical industry experience: natural chemicals or surfactants used in nutrition or personal care products is preferred – or experience in/with complex ingredient companies
- Exceptional ability to multi-task, prioritize and manage time efficiently to meet critical deadlines
- Fluent in English and German (speaking and writing) – French language skills are desired
- Demonstrates strong communication and entrepreneurial skills, able to develop and build strong relationships with in/external parties
- Self-motivated and self-starter, innovative solution provider, highly target-oriented
- Experienced with CRM tools and MS Excel

### This makes the tasks so interesting

The company is unique in many respects: We offer a challenging and international work environment in a globally operating company with a broad range of responsibilities and the opportunity to develop your career aspirations. The diversity of profiles, backgrounds and experiences of the employees is an asset which we are seeking to develop with you now. The package is attractive and includes a company car. You will be working remotely from your home-office which will be technically fully equipped by our customer.

If you are willing to work in a multi-national organization and you are eager to make a successful company even more successful, we are looking forward to receiving your application including your salary expectations and your notice period only via e-mail to: [G.Malzkorn@malzkorn-mc.de](mailto:G.Malzkorn@malzkorn-mc.de).

We are obliged to treat your application as strictly confidential.

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