

Technical Account Manager (Chemist)

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Company: Bluebolt Recruitment

Location: Aylesbury

Category: sales-and-related

We are seeking a Graduate Chemist or Scientist, to work as a Technical Account Manager, for a chemical company in Buckinghamshire.

This position would suit either an experienced chemical sales professional or a recent graduate chemist/scientist seeking to develop a commercial career in sales. Previous sales experience is not required as full training will be provided. In return you will receive a basic salary in the region of £25,000-£35,000, company car, bonus, phone, private health insurance and pension. There is great scope for creativity and personal development within this role, and you will be supported by extensive training, a fully equipped laboratory, enthusiastic and supportive colleagues, and outside training if required.

After a period of training the role includes responsibility for:

- Developing strong technical understanding of the full range of chemical products, their benefits and formulation characteristics.
- Regularly visiting customers to develop long-term working relationships with their R&D, Purchasing and Marketing teams. This will involve extensive travel within the UK.
- Understanding the technical and commercial needs of the customers.
- Communicating complex technical information clearly and concisely.
- Continuing to provide technical support to customers throughout their development process.
- Working with Technical Development Chemists to create innovative formulations.
- Identifying and exploiting new business opportunities.
- Attending relevant industry meetings, seminars, exhibitions and symposia to increase knowledge of the industry and identify business opportunities.

A positive, enthusiastic and self-motivated can-do attitude is essential, as are excellent communication and interpersonal skills. Candidates must be proactive, analytical thinkers, and be committed to high customer service levels both within the company and towards external customers and suppliers.

You will have:

- A strong scientific education and preferably a degree in a scientific subject.
- The ability to learn and understand new technologies, and apply this knowledge to business development
- A scientific approach to problem solving
- High energy and drive to succeed
- Ability to work under pressure
- Good commercial awareness
- Full UK driving licence
- The ability and aspiration to travel

key words: chemical sales manager polymer sales manager account manager product manager area sales engineer sales specialist sales advisor sales coordinator sales advisor graduate in chemistry chemistry graduate development chemist qc chemist research chemist graduate chemist polymer chemistry polymer chemist polymer scientist commercial manager business development chemist marketing chemist scientist graduate chemist graduate chemist

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