



Personal Care Sales Account Manager (Homebased)

Salary: Competitive with an excellent benefits package

Whilst Lubrizol isn't a common household name, it may surprise you that our products and technologies are in things that you use everyday, the fluids in the vehicles you drive, the shampoos and soaps you use, the medicine you take, the clothes you wear and the electronic devices and plumbing systems in your home!

The role:

The Account Manager for Personal Care is tasked to accelerate the sales growth of the UK and Ireland markets, through in-depth understanding of the market, building relationships and understanding the unmet needs of the customers.

If successful, you will:

- Have the ability to work autonomously maintaining and enhancing the relationship with customers in the UK and Ireland personal care industries
- You will introduce new concepts and products into the market where you will develop and implement business and customer plans for the region. You will prepare and own budgets and plans for profitable new business growth
- Formulate and implement near and long term strategies to achieve aggressive revenue and profitability targets
- Support and develop personal care concepts incorporating, Lubrizol, Lipotec and Active organics products together with customers R&D and Marketing teams
- Manage the preparation, organization, presentation and follow up of seminars, training and exhibitions
- Collate on-going market intelligence
- Partner with the Technical Support Team to service key accounts and to prospect new accounts
- Present technical information to the customers and articulate their unmet technical needs and lead to the development of solutions
- Ensure and maintain business compliance with local laws and regulations and operate within Ethics and HS&E

To be successful in this role, you will have:

- Bachelor degree in Chemistry, Biochemistry or related discipline
- Formal training or experience in cosmetic science will be an added advantage
- Minimum 5 years of sales experience in the personal care market with demonstrated track record
- Good understanding of the personal care market will be a definite plus
- Fluent in English (verbal and written), the ability to speak another language is an asset
- Problem-solving skills, ability to work independently
- Strong negotiation skill and an understanding of value selling
- Interpersonal skills and ability to work with people at different levels
- Strong desire to acquire new technical knowledge and learn new things
- Adaptability to various cultures
- Valid car driver's license is essential and the willingness and ability to travel 50% - 70% of the time with a highly flexible schedule

For further details, visit our careers site www.lubrizol.com/careers or by following the link below:
<https://jobs.lubrizol.com/job/Derby-Personal-Care-Sales-Account-Manager-Derb-DE56-4AN/440325600/>

