



Account Manager Position

The Account Manager position will drive profitable growth in a defined territory by providing solutions to current and customer acquisitions. As an entrepreneurial-minded individual, you will achieve volume, revenue, and margin growth targets by growing Nexeo's share with existing and new customers through all stages of the sales cycle. The Account Manager is dedicated to achieving team goals with a focus on acquiring, penetrating, managing, and retaining customers critical to the success of the overall business.

What You Will Do

- **Strategize Your Territory:** Develop and execute a plan on how you will exceed your sales goals. The plan will include your understanding of the potential customer targets in your region and the advantages of Nexeo's Supplier base, its product offerings vs. competitors.
- **Build and Manage Your Sales Pipeline:** Build a strong, balanced sales funnel by continually prospecting, qualifying and prioritizing the strongest prospects. You will leverage the CRM and other Nexeo tools to keep organized and drive opportunities forward.
- **Collaborate Across Teams:** You will collaborate with your colleagues in pricing, operations, service and legal to identify and present solutions that best meet the needs of potential customers.
- **Drive Partnership & Leadership:** Develops relationships among internal teams and within the customer organization.
- **Strategic Market & Technical Acumen:** Leverage in-depth market knowledge and technical expertise to identify customer needs and influence their strategy, driving business growth and long-term relationships..
- **Own Your Territory:** Leverage deep market and technical acumen to build a robust pipeline and drive growth by presenting our full value proposition, negotiating win-win solutions, and managing the full sales cycle with proactive administration.

What You Bring

- **Education & Experience:** Bachelor's degree (preferably in engineering, chemistry, business, or a related field) with a minimum of 3-5 years of experience in plastics distribution sales or a related industry.

- **Sales & Business Acumen:** Proven ability to prospect and acquire new customers, consistently achieving long-term sales growth. Must be adept at using logic and reasoning to solve problems and identify alternative solutions.
- **Technical Skills:** Proficiency in CRM and ERP systems (e.g., Salesforce, SAP) and the Microsoft Office Suite.
- **Communication & Collaboration:** Excellent verbal and written communication skills with the ability to build and maintain strong relationships with both internal and external stakeholders. Must be able to work effectively in a team-oriented, fast-paced environment.
- **Travel:** Willingness to travel up to 50% overnight, depending on the assigned territory.

What We Offer

- Uncapped commission plan
- Awesome sales skills training
- Great benefits: healthcare, dental, & vision insurance (we pay a substantial portion of employee medical insurance!) as well as life and disability insurance and other ancillary benefits
- Generous Vacation/PTO plan
- Supportive team and clear sales strategy

Join our team as an Account Manager to leverage your sales skills and drive for success. If you're ready to forge your own path and contribute to our growth, apply now!

Nexeo Plastics is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. Additionally, Nexeo Plastics participates in the E-Verify program to ensure employment eligibility of newly hired employees where required.