

Account Manager, Chemical Industry, Houston

Role Description/Responsibilities

- Sells products and services to existing and new customers
- Will monitor treatment, chemicals, as well as the performance and troubleshooting of our products
- Develops and maintains sales strategies to increase sales and profits through major accounts
- Builds strong customer relationships
- Manages the sales function and may supervise a staff of Ops/Mkt Account Reps
- Has direct field service responsibilities
- May be responsible for training customers
- Handles special projects as assigned

Experience and Skills required

- Ability to build strong relationships
- Bachelor's Degree or equivalent
- 10+ years industry related field sales experience
- Excellent selling skills