



With approximately 480 employees, KLK Kolb is one of the leading alkoxylation companies in Europe and offers a wide range of surfactants, chemical specialties, paper process chemicals and customer-specific products for various industries. KLK Kolb is a member of the global KLK OLEO Group. We sell our products worldwide and currently have three manufacturing sites in the heart of Europe (Hedingen/CH, Moerdijk/NL and Delden/NL).

Are you an independent, entrepreneurial and result-oriented personality who would like to work in an internationally growing company? Then we look forward to receiving your application documents for the position of

Key Account Manager (m/f)

Your new role

- International sales of chemical products in compliance with Kolb's pricing specifications
- Volume, turnover and contribution margin - responsible for the allocated customers in coordination with and as specified by the Business Manager
- Providing intensive application-related consulting and support to existing and new customers in close cooperation with Product Management, Marketing, Research & Development and other business units.
- Managing distribution business as well as direct key customer accounts
- Cultivating and developing long-term customer relations and acquiring new customers; developing new areas of application and introducing new products and technical solutions in the allocated focal areas
- Assuring sustainable, profitable growth in the corresponding markets through actively collaborating in the development and implementation of operational measures and projects in cooperation with the appropriate internal departments
- Market and competitor observation and market potential analyses; developing authoritative plans on short and mid-term business development
- Drawing up bids; pricing in line with internal specifications; reporting and correspondence in line with internal specifications
- Initiating and coordinating the implementation of solutions in defined business areas; assuring the provision of final reports to customers
- Maintaining margins while simultaneously increasing the sales volume

Desired skills and experience

- Commercial or technical education (FH/Uni)
- Experience in sales or another customer-related activity ideally in the field of surfactants and/or chemical distribution business as well as solid experience in product pricing
- Excellent interpersonal and negotiation skills with a confident demeanour
- You can organise yourself well and have high team competences in order to achieve optimal results for our customers in cooperation with other internal departments.
- Connected thinking, able to grasp complex information and communicate in a concise manner
- Fluency in German and English is needed
- Willingness to travel 30% to 40%, primarily in Europe

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www.klkoleo.com www.kolb.ch



Our offer

- A challenging, versatile and responsible job in a rapidly growing international company
- A professional, established organisation with an open, international and creative working environment
- Personal and professional development opportunities
- Attractive employment conditions

We are interested in a long-term, successful collaboration. You too? We are looking forward to receiving your application by email to Ms. Marianne Pantli at: job@kolb.ch

Only direct applications will be considered.