**Account Manager-Protective Coatings**

Scientific & Technical Recruitment Limited Bay of Plenty

Full time

Our client is a highly successful, instantly recognised organisation who are industry leaders in Australasia, well known for their expertise and premium quality, high performance protective coating products/solutions that they market into the Industrial & Marine Protective Coatings Sector.

Due to an internal promotion this is a rare and outstanding opportunity to join an organization who are respected for their amazing company culture and continued focus to develop each employee’s career growth and progression.

Key to your success will lie in your ability to effectively manage the Tauranga/Bay of Plenty territory, where you will build superb relationships with Applicators, Engineers/Specifiers and directly with large industrial clients across numerous levels within their manufacturing operations.

We are currently seeking a proven Senior Level Industrial Salesperson with experience within the Chemical/Coatings Sector who has had to date an impressive and highly successful career either within or closely peripheral to this industry sector.

**To be successful in this role you will need to have:**

* Proven skills as a highly driven, results focused Sales Achiever who is ‘top of their game’ in the industrial/chemical/coatings sector.
* Impressive and enviable communication/interpersonal with outstanding relationship building/relationship management skills
* Skilled at building quick rapports with a diverse range of personalities across all levels of business from Applicators, Consultants/Specifiers (decision influencers) and End Users (Production through to Senior Management) within medium to large industrial organisations.
* Ability to understand the manufacturing process and where required add value to your customer relationships by troubleshooting and product training, training of applicators etc.

This is an outstanding opportunity for a Sales Achiever who thrives in a competitive market where you will retain/support an existing customer base and also remain focused on actively pursuing new business opportunities.

Our client views this role as key and pivotal within their organisation hence the cultural fit is of utmost importance.

We are seeking a person with the following attributes:

* Fantastic personality with outstanding people skills
* Impressive technical acumen
* Championed customer service skills
* Team orientation
* Superb planning, scheduling and strong organisational skills
* Proactive - ability to negotiate win/win outcomes managing margins/profit
* Accuracy with figures and attention to detail
* Excellent computer skills
* Innovative with creative flair

If you are interested in this exciting opportunity, please send your CV **(WORD FORMAT)** and covering letter to \*\*\*\*\*@str.co.nz quoting reference number 01/1901/LF or phone (09) 525 5520 for more information.