

**Position:** Account Manager  
**Company:** Nease Corporation  
**Location:** Flexible (Corporate Office in Cincinnati area)  
**Application Method:** [HR@neasecorp.com](mailto:HR@neasecorp.com)

### **Position Description**

The Account Manager (AM) is responsible for managing a sales territory in the United States with a focus on maximizing gross margin contribution of the assigned accounts/territory. The position reports to the Director of Sales and Marketing. AM is responsible for managing and developing Nease's existing accounts and obtaining new ones. The successful candidate will be responsible for growing the business in accordance with Nease's strategies and objectives. Location is flexible but should be in the Midwest preferably near a city with a major airport.

### **Dimensions:**

- Sales responsibility of approximately \$6 million at existing accounts
- Position requires significant travel (50-75%) throughout the territory. Somewhat dependent upon location of AM.
- Travel is generally via car but some air travel is also required
- Incumbent's office is in their home, but most of their time is spent at or travelling to customer's sites.
- AM works closely with Nease Management, Customer Service, Product Development, and Operations Teams.
- Administrative Support provided from corporate office in Blue Ash, OH
- Will also coordinate activities with Nease sales rep responsible for distribution business

### **Responsibilities:**

- Managing and growing existing customer accounts.
  - Focusing on ensuring needs of customers are being met
  - Implementing continuous improvement practices
  - Calling on various functional groups including Procurement, Operations, and R&D
- Passing along and selling of any price increases as mandated by Director of Sales & Marketing
- Providing forecasts as required by management
- Communicating internally any market developments or trends associated with key accounts. Typical communication in the form of call reports, voice mail, e-mail, telephone, and in person.
- Developing target account list and then putting plan in place to develop/obtain new customers
- Assisting in roll out of any new products developed by Technology and Product Development Group
- Developing strong customer relationships – entertaining of key clients
- Obtaining competitive intelligence

## **REQUIREMENTS**

### **Minimum**

- BS in Chemistry, Chemical Engineering, or equivalent experience
- 3- 5 years minimum of sales experience, preferably in the H, I & I market(s)
- Excellent communication skills (written and oral)
- Interpersonal skills including persuasive ability plus tact and diplomacy

### **Preferred**

- Surfactants experience
- Strong technical background to compliment selling skills
- Working knowledge of compounding industry
- Strong organizational and time management skills
- Formulation expertise

Qualified candidates may submit their **resume, cover letter and salary requirements** to:

[HR@neasecorp.com](mailto:HR@neasecorp.com). Phone calls and drop-ins will not be accepted.

Nease Corporation is an equal opportunity employer and offers competitive salary and benefits including health, dental and life insurance, 401k and paid vacation.