



Key Account Manager, Sweden

Distrupol job vacancy

Distrupol Nordic is expanding and strengthening.

We are looking for an experienced Key Account Manager to manage and develop the sales of our whole portfolio of polymers. To be a sales professional at Distrupol, you are self-driven with a positive attitude. You are proactive and determined. At Distrupol, we find a way to YES to our customers and suppliers. Customer and supplier needs drive what we do. We embrace challenge. We thrive on profitable growth. This is our culture.

The person:

We are looking for an experienced Key Account Manager with a proven track record in delivering sales growth. To succeed you will need to be strong-willed, resilient and positive with an urge to push the limits. You will enjoy interacting with customers, positively trying to maximise customer visits – after all, you recognise the importance of building strong and enduring customer relationships. You want to be the first and the last call the customer makes.

Polymer industry experience is not essential, but the above attributes are. A proven experience of managing existing business and constantly seeking new opportunities and new customers, whilst driving profitable growth are essential.

You must be fluent in Swedish and English for this role.

The role:

As a Key Account Manager you will have total responsibility for the management and growth of a defined sales territory, selling the whole Distrupol portfolio of polymers.

Succeeding in this will require:

- Enjoying undertaking customer visits and seeking to maximise these
- Embracing and delivering against growth targets
- Embracing our CRM system to help you manage and commercialise your opportunities
- Responding quickly to customer and supplier needs – and delivering
- Recognising what our customers value and the problems they may face – and offering the solution

In this role, you will be fully supported by a dedicated team of Technical Development Engineers and Product Managers

If you are interested in finding out more or applying for this role, please email your CV and cover letter to hr@distrupol.com

About Distrupol

Distrupol is a European leader with 60 years of excellence, innovation and expertise in the sales and application development of thermoplastic polymers and elastomers. We deliver unparalleled connectivity between our customers and our suppliers. Design, Develop and Deliver – with Distrupol.