

Account Manager East

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Company: LyondellBasell

Location: Poland

Category: other-general

LyondellBasell (NYSE: LYB): As a leader in the global chemical industry, LyondellBasell strives every day to be the safest, best operated and most valued company in our industry. The company's products, materials and technologies are advancing sustainable solutions for food safety, access to clean water, healthcare and fuel efficiency in more than 100 international markets. LyondellBasell places high priority on diversity, equity and inclusion and is Advancing Good with an emphasis on our planet, the communities where we operate and our future workforce. The company takes great pride in its world-class technology and customer focus. LyondellBasell has stepped up its circularity and climate ambitions and actions to address the global challenges of plastic waste and decarbonization. For more information, please visit or follow @LyondellBasell on LinkedIn.

Basic Function

As an Account Manager your role is to manage the overall relationship with a portfolio of interesting PO accounts in the East European region focusing, but not specifically limited to these countries, on Poland, Czech and Slovakia. You will be the main liaison between the customers representatives and LyondellBasell and will be coordinating internally the follow up. Next to the execution of the sales plan the role especially focuses on developing strategic programs on a more mid to longer time frame with these existing as well as newly acquired accounts.

Roles & Responsibilities

Coordinate and align objectives and initiatives within the company that are critical to grow together with your assigned accounts.

Increase sales by promoting targeted products/applications and innovations.

Identify and capture cross-selling opportunities, find and develop new customers.

Engage in customer visits to understand customer needs and develop commercial solutions.

Develop and nurture relationships with key stakeholders, externally with customers and end-users and internally with Sales, Marketing, ADTS, CS and Credit and establish solid relationships with them.

Develop and implement Account Management Plans including Account Profile, Goals and Objectives, SWOT Analysis as well as an Innovation and Resource Plan.

Monitor timely closing of customer quality complaints.

Prospect new accounts in targeted market segments.

Provide regular up-dates on market intelligence and competitive movements to the business in the respective segment.

Take the lead on sustainability projects and initiatives.

Ensure a consistent and effective execution of the business strategy, translating it in your customer strategy and proposing potential improvements.

Drive operational and commercial excellence in S&OP and other key business processes.

Ensure SalesForce is kept up to date with latest info on your accounts and related initiatives.

Min. Qualifications

Bachelor's degree in Business Administration or a relevant science field (like polymer science).

Solid (7+ years) commercial and or technical experience in the Polymers Industry.

Fluency in English and either in Polish, or in Czech or in Slovakian is required. Additional language skill is an advantage.

Able to negotiate skillfully in tough situations with both internal and external groups.

Settle differences with minimum "noise". Can win concessions without damaging

relationships. Can be direct and forceful as well as diplomatic. Gains trust quickly of other parties to the negotiations. Has a good sense of timing.

Able to present information in a simple way, clearly communicating the key messages and engages the audience. Communicates openly and clear. Simplifies complex issues where possible and share information freely.

Ability to listen, understand customer needs and translating them into an action plan.

Finds opportunities to continuously learn about LYB products and services to be able to clearly articulate these in a strong value proposition for our partners.

Affinity with sustainability initiatives.

Have a hunter mentality and ready to travel in order to acquire new customers in Eastern Europe.

Preferred Qualifications

Competencies

Build Partnerships Deliver Results Drive Innovation Grow Capabilities Promote

Inclusion Technical Skills Motivational/Cultural Fit

We Offer

We offer an environment where we encourage personal and professional growth and where you will be rewarded for your performance and results. You will have the possibility to work with specialist on all fields to develop innovative solutions and to extend your national and international network. In addition, we offer you a competitive salary and benefits package.

The Company's Global Remote Work Policy allows eligible employees the option to work up to two days a week from home.

LyondellBasell is committed to advancing diversity, equity & inclusion (DEI) to ensure a positive experience for all employees.

Application & Contact

Please send us your resume via the application button

If you would like to learn more, please feel free to contact Martyna Piechowiak, Talent Acquisition Specialist at

#LI-MP1 #LI-Hybrid

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