



Tokyo Chemical Industry UK Ltd. is the European subsidiary of Tokyo Chemical Industry Co. Ltd., one of the leading manufacturers of laboratory chemicals in Japan. We can look back on over 50 years of experience as a producer of laboratory reagents and currently manufacture more than 30,000 different organic chemicals.

Account Manager Laboratory Chemicals for the Region UK and Ireland

Your tasks:

- You are our responsible contact for all commercial matters in your territory.
- You sell the laboratory product portfolio directly to end customers.
- You regularly visit customers in your sales area and answer to customer inquiries.
- You successfully maintain existing customer relationships and continuously acquire new customers.
- You are the contact person for laboratory managers, purchasing departments and other decision-makers at the companies and institutions you support.
- You carefully monitor the market, recognize trends and react to customer and market needs.
- You support the sales organization by maintaining and expanding the customer database and by regularly exchanging information within the team.

Your profile:

- You have a university degree (Master, PhD) in the field of chemistry, chemical engineering, material sciences, life sciences
- Initial professional experience in sales and customer service is desirable.
- You are looking for personal success and would like to use and develop your chemical-technical expertise outside of the laboratory.
- You are highly motivated and work on your own initiative.
- You are used to solving problems independently and making decisions independently.
- You are assertive, have negotiating skills and have very good communication skills.
- The willingness to travel within your sales area is required.
- The position to be filled requires very good written and spoken English skills.
- You are adept at using MS Office programs.
- You should already live in the sales region or will live there in the future.
- You have a driver's license.



We offer:

- A highly interesting sales role with in combination with working from your home office
- Independent work with plenty of room for personal development
- The chance to join an internationally important, growth-oriented company
- The opportunity to contribute and expand your scientific know-how
- An attractive salary and a generous travel policy

If you would like to become part of our team, please send your CV including your salary expectations and earliest possible start date to: **TCIE-HR@tcichemicals.com**

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