

# Key Account Manager- Coating Resins

Anderson Development Company is seeking a Key Account Manager- Coating Resins based out of our Adrian, Michigan facility.

We have been working for over 50 years to make materials that enable better living and more efficient manufacturing. Our polymers keep your car shiny in a planet-friendly way, our elastomers are used to build more durable equipment and our semiconductor materials enable faster computer chips. These technologies enable our customers to manufacture products which are more friendly for the planet, tougher and longer lasting, or allow their production in a manner that is safer and more environmentally friendly. We partner with customers all over the world to make their businesses safe, sound, and competitive.

The key to our success has always been our people, who strive to exceed our customer's expectations. We are looking for you, your talents, and your creativity to help us to continue our success.

The Key Account Manager will manage all facets of the customer interface, maintain and grow existing business, prospect and seek out new opportunities to grow with new customers and new products.

## Job Responsibilities

- Manage all facets of Coating Resins customer relationships in the United States with global coordination of some accounts
- Maintain and grow relationships with current key accounts
- Develop and execute strategic account plans to drive revenue growth, increase market share, and enhance customer satisfaction
- Communicate needs to Business Unit Director for current projects and new products ideas and growth
- Identify and prioritize new customers, opportunities, projects and unmet needs
- Evaluate adjacent markets and applications to expand into growth areas
- Develop, lead and execute customer strategy
- Work as a team player with R&D, business team and customer service
- Represent the company at industry events, trade shows and conferences to promote products and services and expand network connections

## Required Qualifications and Skills

- Bachelor's Degree in Business, Marketing, Chemistry, Chemical Engineering or other STEM fields
- 5 + Years in direct customer management in the coatings or chemicals market.
- In-depth knowledge of chemical products, applications, processes, and market dynamics
- Able to translate and communicate customer technical needs leading to projects and solutions
- Experience with both multi-national and regional coating customers preferred
- Demonstrated success in relationship building with customers across functions and at all levels
- Strong analytical skills; must be able to negotiate and be proactive in resolving customer concerns
- Strong presentation and communication skills (both verbal and written)
- Proficiency in CRM software and solid experience with Microsoft tools
- Ability to travel 25-40% domestically and internationally to meet with customers, suppliers and attend industry events

## Apply Now! We Look Forward To Hearing From You!

Send your resume to:

hr.adrian@anddev.com,  
or fax to 517-438-5316,  
or mail to HR Dept., 1415 E. Michigan St., Adrian, MI 49221

Anderson Development Company offers a competitive compensation and benefits package. Check out our website at [www.andersondevelopment.com](http://www.andersondevelopment.com) to see what we are all about.

## Our Core Values

- Acting in good faith for people and society, act ethically and with integrity
- Putting the customer first. Our success comes through customer success
  - Providing specialized, innovative and global solutions to our customers
  - Personal, efficient, responsive, providing a better quality of life for customers, our community, and our employees
- Continually improving
  - Innovative and creative
  - Always learning and getting better, never complacent, developing personally and aiming for world class
  - Moving forward, trusting in our potential and not fearing failure
- Working in a team oriented atmosphere
  - We are stronger together, with everyone excelling in their role
  - Encouraging respectful and constructive conflict, valuing individual diversity and not group think

The information contained herein is not intended to be an all-inclusive list of the job responsibilities, nor are they intended to be an all-inclusive list of the skills and abilities required to do the job. A minimum requirement for this US-based position is the ability to work legally in the United States. Visa sponsorship is not available for this position, including for any type of US permanent residency (e.g., for a Green card).

Anderson Development Company is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

