

# Colombia Jobs Expertini®

## Corporate Account Manager

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Company: Ecolab

Location: Bogotá

Category: other-general

### JOB DESCRIPTION

As the industry leader in water technology, we're growing and need talented people like you to help us continue to protect the world's most vital resource. Ecolab Company, seeks a **Corporate Account Manager** to join its industry leading sales team. You'll be responsible for developing and expanding new and existing national accounts in a selected industry. Through outstanding presentation skills and style, you'll help our customers be more profitable by saving water, energy and waste.

### What's in it For You:

You'll join a growth company offering a competitive base salary, bonus structure and benefits

A company vehicle and cell phone

A long term, advancing career path in service, sales or management

Access to the industry's most innovative training programs

Support from a dedicated technical service team

A culture that values safety first, including training and personal protection

Pride in working for a company that provides clean water, safe food, abundant energy and healthy environments

### What You Will Do:

Develop and expand existing and new national accounts in a designated industry segment

Design and implement strategic business plans for national accounts

Present value-add products and programs, highlighting impact to the customer's business

Ensure customer service delivery emphasizing the delivery of Nalco Water's value proposition

Build and secure major new business accounts at the corporate level

Partner and lead service and sales teams to ensure that revenue and profit targets are met and delivery of Service Standards are consistent

**Minimum Qualifications:**

Bachelor's degree

8 years of technical sales experience

Immigration sponsorship is not available for this role

**Preferred Qualifications:**

Bachelor's degree in engineering (chemical, mechanical, industrial) or life sciences (biology, chemistry,

Water treatment or specialty chemical industry experience

Demonstrated large account management success is in selected industry with executive-level relationship sales experience

**Our Commitment to Diversity and Inclusion**

Ecolab is committed to fair and equal treatment of associates and applicants and furthering the principles of Equal Opportunity to Employment. Our goal is to fully utilize minority, female, and disabled individuals at all levels of the workforce. We will recruit, hire, promote, transfer and provide opportunities for advancement based on individual qualifications and job performance. In all matters affecting employment, compensation, benefits, working conditions, and opportunities for advancement, Ecolab will not discriminate against any associate or applicant for employment because of race, religion, color, creed, national

origin, citizenship status, sex, sexual orientation, gender identity and expressions, genetic information, marital status, age, or disability.

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