



NORTH EAST ACCOUNT MANAGER – PERSONAL CARE

The HallStar Company, a global leader in specialty ester and related performance products for the Personal Care industry, has an opening for an Account Manager to service the Northeastern U.S.

Responsibilities:

Reporting to the Director – Personal Care Sales & Strategic Accounts, this position will manage a portfolio of customers that include major consumer products companies, as well as specialty personal care companies in the Northeastern United States. The Account Manager will be responsible for building and expanding customer relationships by demonstrating the ability to understand needs, identify opportunities, present appropriate solutions, and provide ongoing account support to grow sales revenues. Specific responsibilities will include:

- As key contact with customers, develop broad and deep relationships within the R&D organizations and gain specifications and inclusion of HallStar specialty products into product development projects.
- Work with customer purchasing, manufacturing and other groups to maximize existing business, complete the sales process and strengthen overall business relationships.
- Develop and execute strategic account plans for target accounts.
- Keep abreast of customer needs, industry trends, technology advancements, and market changes; and provide ongoing communication to R&D and company leadership to support product development and market development projects and ideas.
- Work internally with customer service, manufacturing, and other important internal functions to meet customer and HallStar service needs.

The territory is comprised of customers in New England, New York, New Jersey, Pennsylvania, Delaware and Maryland. For maximum efficiency the position will be based out of a home office in the tri-state area comprising New York, New Jersey and Connecticut. The overall size of the geography will require overnight travel, typically around 25 – 30% of the time.

Qualifications:

The ideal candidate will have at least 3-5 years of experience in the personal care industry with a track record of progression from laboratory and product development work to technical sales and account management. Candidates must understand the complex decision making process within major consumer products companies, and be able to use that knowledge to play a key role in early stage ingredient specification for product formulations, manage pricing negotiations, and provide ongoing technical support. A bachelor's degree in chemistry or a related discipline is required.



For consideration please forward your resume to Susan Nutter, Human Resources Manager at snutter@hallstar.com.