



The Röchling Group has been shaping industry. Worldwide. For more than 200 years. We transform the lives of people every day with our customized plastics: they reduce the weight of cars, make medication packaging more secure and improve industrial applications. Our workforce of 11,737 people is located in the places where our customers are – in 92 locations in 25 countries.

In the Automotive division, you will shape the mobility of tomorrow. System solutions in the areas of Battery Solutions, Structural Lightweight, Aerodynamics and Propulsion. This means: We protect the environment while also improving the driving experience of millions of vehicles.

Are you looking for a new challenge? Is it time to arrive where you want to be? We have grown steadily as a team, would you like to grow too? Do you have what it takes to spur game-changing innovation? Do you crave being part of the solution, while receiving training and learning opportunities? If you answered yes, we have exciting career opportunities for you Get ready to join the Röchling Automotive team and become part of the next chapter in our history. At our Troy, MI location we are searching for a:

Account Manager

Where we need you

- The Account Manager (AM) leads, develops, and directs all sales activities related to the Customer commodity within his organization.
- Manages the business with the customer commodity in line with the global/local customer strategy, product strategies and regional strategy.
- Negotiates and discuss the RFQ with the customer from first discussion
- Prepares and provides in a timely matter the commercial offer in the customer specific format
- Supports the KAM on customer concerns or issues (e.g. capacity request)
- Keep track of price history and long term contracts
- Executes the price negotiation with the customer in line with the KAM
- He is responsible to gain, maintain and distribute the customer specific requirements (CSR) in line with the internal procedures
- He understands the customer systems / processes and works closely with the project management team, engineering and product management
- We are looking for a team player with well- developed

interpersonal skills, with proven ability to support a positive team environment.

How to convince us

- OEM and Tier 1 System Experience
- Work experience in sales
- Project Management
- Experience in acting as an ambassador
- Affinity for technical processes
- Knowledge of plastics
- 4 year degree is preferred

What we offer

- Röchling Wellness Program sponsoring run/walk programs throughout the year
- Wellness Credits - Earn up to \$70/month
- Employee Discounts at Verizon, BMW, Ford, GM and more
- Continuous Improvement Program & Safety Awards
- Employee Referral Program
- Family Outings

Interested in joining our team? Please send your resume for consideration.

