



We are offering great business career opportunities in a global and international environment. We are looking for ambitious candidates who are interested to join as:

## **Account Manager**

(Based in Tel Aviv, Israel)

The Dow Chemical Company is looking for an **Account Manager** based in **Tel Aviv, Israel**.

This position is part of the commercial organization of **Dow Packaging & Specialty Plastics (P&SP) Business** and expected to manage the commercial relationships in the assigned territory to deliver the sales & profitability targets. The successful candidate should demonstrate experience in the Israel Packaging Market, including understanding of the raw materials used, specially on polyolefins, key players, technical needs, etc.. The Account Manager will handle the current direct customers while identifying and pursuing significant growth opportunities. Candidates are expected to develop account plans and lead local activities. Managing multiple product offerings across different industries is a key part of this role. The Account Manager will need to determine future customer needs for new product development. The role will include development and execution of an aggressive commercial implementation plan, delivering regional success based on the local market perspective and interfacing with customers and industry segments to ensure plans reflect both global and local needs. The person will report to the P&SP Sales Director for North Europe & Israel with close alignment to regional Dow Israel President and Elastomers and Electrical & Telecommunications (EE&T) commercial leadership.

### **Key Responsibilities:**

- Develop and implement country/regional business growth strategy
- Primary responsibility is to manage P&SP customers but also includes managing EE&T Plastic customers
- Deliver the sales plan, serve existing accounts and develop new accounts to grow Dow P&SP and EE&T market share
- Team up with Customer Service and Technology Development teams to ensure appropriate services and tailored solutions are granted to the customers in a timely manner
- Update market information and analyze segments opportunities to develop new customers for Dow business
- Plan, forecast, report on sales and business performance according to company requirements
- Seek and continuously develop knowledge and information about the market and competitor activity.

### **Requirements:**

- Must have an Undergraduate Engineering Degree, ideally related to chemical and/or polymers/plastics
- An MBA will be a plus

- Minimum of 8 years of relevant commercial experience in the plastics industry
- Deep understanding of the local packaging and specialty plastics industry. Knowledge of the elastomers and wire & cable industry will be a plus
- Ability to implement assigned tasks while informing the business and regional management on market opportunities and critical issues
- Excellent communication & interpersonal skills
- Independent decision making and proactive problem solving
- Proven ability to perform under pressure
- Teamwork, ability to work cross regions and across functions
- Entrepreneurial spirit and inherent drive to make an impact
- Fluency in Hebrew and English is a must
- Valid driving license
- Readiness to attend extended business trips

### **About DowDuPont**

DowDuPont Materials Science, a business division of DowDuPont (NYSE: DWDP), combines science and technology knowledge to develop premier materials science solutions that are essential to human progress. The division has one of the strongest and broadest toolkits in the industry, with robust technology, asset integration, scale and competitive capabilities that enable it to address complex global issues. DowDuPont Materials Science's market-driven, industry-leading portfolio of advanced materials, industrial intermediates, and plastics businesses deliver a broad range of differentiated technology-based products and solutions for customers in high-growth markets such as packaging, infrastructure, and consumer care. DowDuPont intends to separate the Materials Science Division into an independent, publicly traded company. More information can be found at [www.dow-dupont.com](http://www.dow-dupont.com).

### **Dow Offers:**

- Competitive salaries and comprehensive benefits
- An annual variable pay program that rewards team and individual performance while sharing success across the company
- Employee stock ownership - and the commitment to long-term success that it brings
- On-going learning opportunities within a diverse, inclusive and rewarding work environment
- Career experiences that can span different Dow businesses and functions with opportunities for personal and professional growth
- The chance to work within a global company and interact with colleagues from around the world
- Opportunities that spark your imagination and ignite your passion to help others
- Dow supports a diverse workforce and an inclusive environment. We welcome talent regardless of background, age, gender, religion, disability and sexual orientation.

### **How to Apply?**

Please send your resume (in English) to Karl Davies: [KDavies@Dow.com](mailto:KDavies@Dow.com)