

EMPLOYMENT OPPORTUNITY

Date Posted: February 5, 2010
Position: Senior Account Executive
Location: Dallas, Texas
Reports to: Regional Sales Manager for North America

Company Description

Methanex is the world's largest producer and marketer of methanol. Its corporate headquarters are in Vancouver, Canada. Production facilities are located in Chile, New Zealand, Trinidad, Tobago and Egypt with sales offices in North America, South America, Europe and throughout the Asia Pacific region.

Methanol is a clear biodegradable liquid chemical made from natural gas. It is a versatile petrochemical feedstock that is used to make countless consumer products such as synthetic textiles, recyclable plastics, household paints and adhesives and even common medicines such as ASA (acetylsalicylic acid).

Methanex is a Responsible Care® Company committed to the safe, ethical and environmentally sound management of the chemicals it makes and uses. Responsible Care is an ethic established by the Chemistry Industry Association of Canada (CIAC). The Responsible Care ethic is an integral part of Methanex's global commitment to ensuring the well-being of all stakeholders wherever Methanex does business.

Position Summary

Reporting to the Regional Sales Manager for North America, the Senior Account Executive is responsible for the maintenance, and growth of profitable methanol sales within the North American market. This position is responsible for the complete management of all large volume customer accounts including: volume forecasting, ensuring both the company and customer meet their contractual performance obligations, receivables and facilitating the development of multi-functional, multi-level relationships. Other responsibilities include aspects of market analysis, market development, supply chain and the execution of Responsible Care initiatives.

Responsibilities

Meet Target Sales Volumes:

- Prepare annual and rolling budgets/forecasts by customer.
- Maintain effective sales database by customer.
- Regular tracking of, and updates to, sales forecasts.
- Continually evaluate customers' changing needs and manage issues and problems.
- Negotiate sales contracts within Methanex guidelines.

Understanding Customers' Businesses:

- Develop deep understanding of customer business and outlook and determine ongoing Methanex strategy with customers and Methanex value proposition.
- Analyze customers' industries (and relative industry position) to determine financial strength and outlook, macro-economic forces and competitive landscape in an effort to identify and quantify current and future sources of value for Methanex and the customer.
- Arrange, and participate in, customer plant tours to better understand derivative process and markets.

Develop and implement robust key account plans and strategies:

- Prepare and maintain key account strategies for all customers, including 5-year targets on volume, netbacks, logistics costs, customer service and Responsible Care.
- Ensure Methanex value proposition and customer's next best alternative is in each account plan.

Managing pricing and customer netbacks/profitability:

- Keep apprised of industry trends and events affecting methanol supply/demand.
- Evaluate, track and project netback/profitability by customer; make recommendations on customer's long-term "fit" in sales portfolio.
- Maintain effective pricing database.
- Work with Methanex credit department to pro-actively prevent and, where required, resolve payment and invoicing issues.

Build multi-level customer relationships:

- Build strong, professional, trusting relationships with all key buying decision-makers and influencers at each customer.
- Visit all key customers face-to-face at least once per quarter.
- Involve other Methanex personnel as needed to build a multi-level, multi-functional relationship.

Required Qualifications

Education and/or Professional Designation

- Undergraduate business degree required.

Experience and Knowledge

- 10 to 15 years experience in sales and marketing.
- In depth knowledge of the methanol industry and/or energy industry and the major derivatives.
- Deep understanding of the dynamics of a global commodity business that influences supply/demand and price
- Strong numeric, analytical skills and conceptual skills
- Proficiency with excel, powerpoint, word, e-mail

Competencies

A successful candidate for this role demonstrates an ability to anticipate future consequences and trends and make sense of disparate information to create breakthrough strategies and plans.

This person is comfortable in working through many priorities at one time and yet is able to focus on the most important topics. They make good decisions based upon a mixture of analysis, wisdom, experience and judgment. They are sought out by others for advice and solutions.

The successful candidate for this role can establish and maintain effective relationships with customers and gain their trust and respect. By building such strong relationships this person obtains first-hand information from customers and can translate that information in improvements in products and services.

Among peers, this applicant is seen as a team player who is able to quickly resolve problems in a trustworthy and collaborative manner. They will set the right example for, and mentor other members of the North American Sales Team.

The Senior Account Executive is a seasoned, successful, business professional who will contribute to and enhance the profile and reputation of Methanex.

All persons interested in this position should submit their applications to:

careers@methanex.com