



The Masterfoam Group has been processing flexible materials using technological diversity for over 50 years. Based on flexible foam, cellular rubber, and non-woven materials, we develop and produce customized products. Masterfoam produces in the Netherlands, Romania and in Santiago d. Queretaro/Mexico and has a sales office in Germany. Masterfoam is an established partner of automotive suppliers, the packaging and general industry.

For the further expansion of our new plant in Queretaro we are looking for the

(Key-) Account Manager

We are searching for a communicative candidate who must have

experience in converting/fabricating of foams, foils, rubber, felt's and tapes.

You act proactive and you are passionate about our products and our clients we serve. You will act as a point of contact for our clients. You will build long-lasting, mutually beneficial relationships with the contacts, always striving to find the products which best fit the individual needs of our clients. You also aid internal departments by collecting information, assisting in the processing and analysis of client data/complaints, and identifying industry trends.

The Job Description

Your main responsibilities:

- Communicating with clients to understand their needs and explain product value.
- Building relationships with clients based on trust and respect.
- Collaborating with internal departments to facilitate client need fulfillment.
- Collecting and analyzing data to learn more about consumer behavior.
- Maintaining updated knowledge of company products and services.
- Resolving complaints and preventing additional issues by improving processes.
- Identifying industry trends.
- Acting as a client advocate with a focus on improving the buyer experience.

The Successful Applicant:

- Bachelor's degree in Engineering and/or Sales
- Experience in converting/fabricating of foams, foils, rubber, felt's and tapes (mandatory)
- Exceptional verbal and written communication skills.
- Ability to collect, track and analyze data.
- Adaptability and strong problem-solving skills.
- Excellent active listening skills.
- Ability to build rapport and collaborate with others within the company and externally.
- Understanding of consumer behaviors and industry trends.
- Extensive, accurate product knowledge.
- The willingness to travel is necessary
- Minimum bi-lingual (English required)

The above is meant to describe the General requirements and the work carried out by this position. It should not be taken as an exhaustive list of tasks, responsibilities or requirements of this job position.

We offer:

- Permanent position with long-term job and career prospects in a growing and internationally operating company
- A wide range of tasks with a high degree of personal responsibility, a young and dynamic team and fast decision-making processes through flat hierarchies
- Plenty of room for your professional development and the chance to take responsibility to achieve sustainable growth
- Attractive and partly performance-related compensation package
- Company vehicle, also for private use

Please send your application documents in English by mail to u.storck@masterfoam.com

MASTERFOAM FLEXSOLUTIONS

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