



DISCOVER THE SCIENCE TO YOUR SUCCESS

About Dow

Working closely with our customers we deliver products and solutions that create value and competitive advantage while positively impacting the world we live in. Collectively, our efforts have lasting results, creating higher performance for our customers and reshaping the world around us to build a better future for everyone.

Working at Dow

The Dow Chemical Company values the benefits that diversity can bring. Dow is looking for individuals best suited for this role regardless of nationality, origin, race, color, religion, gender, sexual orientation, disability or age.



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SALES TRAINEE IN PRAGUE Junior Account Manager via Commercial Development Program

The Commercial Development Program is an intensive induction program to prepare young talent in becoming Dow's next generation of account representatives.

It is an opportunity to demonstrate selling skills not just in a complex B2B market but also in a dynamic, multicultural environment. During the 7-9 months in the program, the successful candidate will develop selling, negotiation and presentation skills to become Solutions Consultants to customers, and connect with a vibrant team spread across Europe, Middle East, Africa and India.

The program sets an environment to grow personally and gain real hands-on experience working at the leading company in the chemical industry.

You are a young professional, aspiring to start a sales career... this is where it all begins!

Account Manager's Responsibilities

- Develops and builds relationships with internal and external customers and influencers
- Achieves sales goals and objectives in assigned territory as derived by business strategies and marketing plans
- Uses extensive knowledge of customers' total needs and Dow's product offerings to form account strategies and promote long term value creation
- Solves customer problems by working collaboratively

Role Details

- You will be based in the Dow office in Prague, Czech Republic
- Starting date is August 1st, 2018
- During the program, you will travel to various European production sites, including our EMEA headquarters in Switzerland

Other Qualifications

- Master degree in Chemistry, Engineering, Business, or Economics
- Up to 4 years work experience
- Fluency in Czech and/ or Slovak, English; German is an asset
- Willingness to travel
- Valid drivers license