2016-2017 Campus Graduate - Commercial Development Program-1604326

Description
Let Your Expertise Make a Difference

Every day, Dow Account Managers make significant contributions toward achieving Dow's vision of becoming the largest, most profitable and most respected chemical company in the world. As an Account Manager you will play a pivotal role in enabling Dow's Vision through your "Marketing of Dow" - brought to life through your customer and market insight and brand stewardship. A career with Dow's Sales & Marketing organization promises to be rewarding and filled with experiences that will challenge and grow your skills.

Account Managers at Dow serve as "solution consultants" to Dow's global customer base. They work closely with current and future customers to better understand their business goals, application requirements and manufacturing environments. Account managers match Dow's many and varied solutions to our customers' needs to create value for both our customers, and for Dow.

Dow account managers work in a business-to-business (B2B) sales environment. Customer contact occurs at all levels within the customer organizations: executive decision makers, application development, manufacturing, marketing and purchasing. Account managers both cultivate and grow existing relationships, and implement development strategies with new customer organizations. They orchestrate Dow's internal customer focused team on behalf of their customers.

The Elements of the Job In this role, you would manage complex relationships with our strategic customers representing several millions of dollars of business. You will find that we continually strive to find those who:

- Have a passion for understanding the goals and needs of major customer
organizations and offering solutions based upon those needs
- Would enjoy a high degree of people interaction, interfacing with a wide range of roles and job levels both externally and within Dow
- Seek variety in your work activities, and have the ability to develop your own strategy to achieve goals and desire significant responsibility early in your career

Development Program for New College Graduates
Dow offers a structured development program designed for new college graduates. Our program sets you up for success as you enter account management roles. You will participate in a variety of experiences through simulation, observational, and project based learning to build skills and familiarize you with the resources you will be managing on behalf of Dow's customers.

Qualifications
- A BS or BA degree in chemical engineering, architectural engineering, mechanical engineering, industrial engineering, business or marketing is preferred but other degrees may also be considered.
- A minimum GPA of a 3.000 on a 4.000 scale is required.
- A minimum requirement for this U.S. based position is the ability to work legally in the United States on a permanent basis. Applicants who do not indicate they have the necessary work authorization will not be considered for a U.S. based position.
- Competencies that are important in this job include initiative, interpersonal effectiveness, leadership, communication skills, and the ability to problem solve with and through other people in complex situations

About DOW
Dow (NYSE: DOW) combines the power of science and technology to passionately innovate what is essential to human progress. The Company is driving innovations that extract value from material, polymer, chemical and biological science to help address many of the world's most challenging problems such as the need for clean water, clean energy generation and conservation, and increasing agricultural productivity. Dow's integrated, market-driven, industry-leading portfolio of specialty chemical, advanced materials, agrosciences and
plastics businesses delivers a broad range of technology-based products and solutions to customers in approximately 180 countries and in high-growth sectors such as packaging, electronics, water, coatings and agriculture. In 2015, Dow had annual sales of nearly $49 billion and employed approximately 49,500 people worldwide. The Company's more than 6,000 product families are manufactured at 179 sites in 35 countries across the globe. On June 1, 2016, Dow became the 100 percent owner of Dow Corning Corporation’s silicones business, a global company with sales of greater than $4.5 billion in 2015, 25 manufacturing sites in 9 countries and approximately 10,000 employees worldwide. References to "Dow" or the "Company" mean The Dow Chemical Company and its consolidated subsidiaries unless otherwise expressly noted. More information about Dow can be found at http://www.dow.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

**Schedule**
**Full-time**

**Location**
Varies; opportunities exist across the US