



Sales – Specialty Chemical Distribution

Description

Maverix Solutions provides specialty chemical products, services, and solutions for many of the world's most essential industries. Serving domestic and international markets, it operates through two commercial units: Mavcoat Mold Release Coatings, which manufactures, markets, and sells specialty chemicals and Maverix Distribution where we warehouse, represent, and sell chemical products. To learn more about Maverix Solutions, please visit www.Mavcoatmoldrelease.com. This job is based on a ladder structure and the job level (salary) will be determined by the quantity and quality of experience.

This is a sales job within the Distribution business unit. The job will focus on chemical distribution sales of products where we have exclusive agreements with principle vendors for our region. As a Sales Account Manager you will be managing a significant sales region throughout the state of California, the Pacific Northwest and the Southwest targeting new prospects. Responsibility will include significant business development of existing product lines. In addition, you will develop and manage a territory growth plan consistent with strategic goals. Dedication to achieving company and individual revenue goals will be critical to your success.

Qualifications

- Bachelor of Science degree is preferred.
- Must have a proven track record of success managing high profile accounts and large customer base.
- Must possess strong negotiation skills.
- Self-motivated with a passion for winning, well organized and demonstrates an ability to influence others.
- Excellent organizational, communication, and teamwork skills along with the ability to work independently.
- Proficient computer skills in Excel, Word, and PowerPoint.
- Any foreign language a plus.
- Applicants must be authorized to work in the U.S.

Required Skills

- Proficient computer skills in Word & Excel; Internet research.
- Good problem solving & resolution.
- Excellent time management.

Additional Beneficial Skills

- Basic chemical terminology or ability to learn.
- ACT! Sales software.

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