

Sartomer Sales Position

Description

This is an industrial chemical sales position selling to the paint and coatings industries, amongst others and calls for developing, organizing, and implementing a field sales program to sell all of the products. To establish and maintain an in-depth working relationship at all accounts and develop new business within current customers and new ones.

Our Client is a chemical manufacturer of acrylic resins. They are a subsidiary of TOTAL, a French owned oil, gas and chemical company.

The Representative will be responsible for selling the product line in the assigned territory which requires extensive travel. To support the overall strategic plan, to meet revenue targets and continually strengthening their position in existing accounts and marketplace. This position calls for the gathering of market intelligence.

Our client is very aware that it is a combination of their efforts and the work of their employees that build successful companies and career opportunities. This is **one of those businesses** that, if you have the talent needed to meet their standards, you should be working for.

THEY OFFER:

- A Salary Plus Commission
- 401k plan
- Health Insurance
- Life Insurance
- Dental Insurance
- Vision Insurance
- Paid Relocation
- Profit Sharing
- Paid Vacation
- Paid Holidays
- Education Allowances

Requirements

The successful candidate will need:

- BS degree in chemistry or a related science
- Five (5) or more years of proven sales experience this field
- Ability to prioritize and complete tasks on time
- Ability to identify actions necessary to obtain results
- Demonstrated commitment to customer satisfaction
- Proven communication skills
- Proven ability to quickly recover from adversity
- Ability to easily modify, respond to and integrate change with minimal personal stress
- Ability to set, pursue and attain achievable goals

If you have some or all of the above we want to visit you as soon as possible.