

INDEPENDENT SALES REPRESENTATIVE

PICO Chemical Corporation, Chicago Heights, Illinois, is an ISO 9001:2008 certified manufacturer of value-added, specialty chemicals and lubricants to clean, condition, lubricate, protect, and provide value for a wide variety of industrial processes worldwide since 1976. We are seeking individual(s) to sell our performance-proven products on a 1099 commission basis to metalworking, metal forming, metal service centers, and steel related industrial accounts in select North American regions.

This is a great opportunity for an individual or company to increase their sales and impact with customers. We have open active accounts available throughout North American and provide some leads to expand growth.

Job Description

The Independent Sales Representative must have the ability to work autonomously in the field and possess a consultative experience and knowledge in the metalworking, metal forming, metal service centers, and steel-related industries. Must also be able to self generate leads and have existing contacts in these industries

Desired Skills and Expectations

- Technical, business, or engineering degree.
- 5+ years in a technical, industrial sales related manufacturing, tooling, or marketing environment.
- Highly motivated, professional self-starter.
- Exhibit decision making, problem resolution, and creative thinking skills.
- Provides written reports and business correspondence.
- Relationship builder with high integrity.

The ideal commission-only Independent Sales Representative should be able to have an earnings potential that exceeds \$75,000 per year.

We pay a standard commission of 10% on the "net amount" of gross sales price for all products. The "net amount" is the sales price of the product as listed on the invoice, less charges for handling, freight, sales, use, value added or similar taxes, import or export taxes or levies taxes, C.O.D. charges, insurance, customs duties, trade discounts, and/or any other governmental or administrative or similar fees or charges.

If you meet the experience for this position, email current résumé to Richard Pisarski, Sr., picosr@picochemical.com or fax to 708-757-4940.

PICO Chemical Corporation is an equal opportunity employer.

Website: www.picochemical.com