

INSIDE SALES REPRESENTATIVE

PICO Chemical Corporation, Chicago Heights, Illinois, is an ISO-certified manufacturer (UL DQS Inc.) of specialized industrial chemicals and lubricants since 1976. These industries include manufacturers of coatings (paints, inks, resins, adhesives, etc.), metal working, metal forming, and steel producing companies and their industry-related applications worldwide.

In addition, **PICO** and its associated Monarch Performance Products Corporation manufacture specialty resin adhesion promoters for automotive PVC and acrylic plastisols, electrical power industry (grid insulators and switch gears), and outdoor furniture industry, also includes epoxies, curing agents, and modifiers for specific coating and adhesive applications.

Primary Responsibilities

- Research, identify, and qualify accounts needs analysis and opportunities in assigned industries.
- Contact, expand business in current house accounts and secure new business by phone and email.
- Respond to incoming phone/email inquiries.
- Qualify leads and identify key decision makers among customers and prospects.
- Provide product information, sales/technical support and follow-up between customers, prospects, distributors, outside sales, and others.
- Exhibit decision making, problem resolution and creative thinking skills.
- Project a professional consultative image, develop trust and relationships, and generate interest with customers and prospects through internet, phone and personal interaction.
- Maintain accurate daily information, correspondence and interactions with customers and prospects in **PICO** eChempax database.
- Provide regular status reports to management on overall sales and marketing activities.

Qualifications

- 3+ years in a technical, industrial sales related manufacturing or marketing environment. Related industry knowledge and experience a plus. Marketing, business, or communication degree a plus.
- Multitask with strong experience in phone sales and ability to close sales.
- Highly motivated, professional self-starter with excellent time management skills.
- Excellent verbal, written communication, grammar/diction, and phone and closing skills.
- Proficient computer, internet, planning, communication, documentation, listening, organization, prioritizing, and presentation skills with close attention to detail.
- Manage multiple activities and tasks with shifting and competing deadlines.
- Results oriented, strong work ethic, integrity, and excellent attendance expected.
- Experience in the use of Microsoft Office, Word, Excel, PowerPoint, Outlook, etc.
- Must pass pre-employment drug test and physical prior to employment consideration.
- Comply with company's policies and procedures and sales and price guidelines.
- Exhibit complete confidentiality of proprietary company business.

Employment Type: Full time.
Department: Sales.
Work Schedule: 7:30 AM to 4:00 PM Monday through Friday.
Position Location: Chicago Heights, Illinois.
Pay Range: \$15.00 to \$20.00 per hour, depending upon experience.
Benefits: Employee life/medical insurance, vision and AFLAC option, Simple IRA, 2 weeks paid time off (PTO) after 1 year employment, standard holiday pay, clean environment. Tuition reimbursement.

To Apply: Email current résumé and salary history 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