

REGIONAL STEEL / METALWORKING FLUIDS SALES MANAGER

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 a results-oriented and experienced sales manager with solid industry connections in the steel and metalworking industry to sell our performance-proven products in the Midwest region of the United States.

The position offers a competitive salary plus performance incentives, automobile and business expense allowance, and other benefits.

Primary Responsibilities

- Project a professional consultative image to individuals who initiate orders or influence buying decisions.
- Maintain and enhance existing client base through periodic visits and relationship building; add new business on a consistent basis; assist customers with troubleshooting.
- Demonstrate self-management. Create, manage, and maintain accurate account contact information for all phases of selling activities.
- Provide effective territory management, prioritize and determine selling approaches.
- Provide contact, technical, and service support in the form of regular account visits, sample demonstrations, and product optimization programs.
- Prepare and distribute territory activity reports, sales forecasts, market and competitive analyses on a regular basis to management. Understand and utilize company software system (eChempax).
- Demonstrate excellent phone and closing skills and meet sales goals.
- Full compliance with the company's policies.
- Make recommendations to management regarding product improvements.
- Participate in and support promotional marketing initiatives.
- Some overnight travel may be required.

Qualifications

- Business, marketing, engineering, or technical degree preferred.
- 3+ years experience in a steel, metalworking, or industrial sales (chemical, lubricant) environment.
- Strong problem-solving aptitude and customer focused attitude essential; proven business-to-business sales experience and strong technical ability preferred.
- Exhibit decision making, problem resolution, and creative thinking skills.
- Proficient computer, internet, communication, documentation, organization, and presentation skills with close attention to detail.
- Experience in the use of Microsoft Office, Excel, PowerPoint, Outlook, and eChempax helpful.
- Ability to work independently and manage multiple activities and tasks.
- Results oriented, strong work ethic, integrity, and excellent attendance expected.
- Must pass pre-employment drug test and physical prior to employment consideration.
- Must have valid automobile operator's license with clean driving record.
- Must comply with company's policies and procedures and sales and price guidelines.

Employment Type: Full time.
Department: Sales.
Position Location: Chicago Heights, Illinois / home office.
Pay Range: Commensurate with experience. Salary with performance incentives.-
Probation Period: 120 days to acceptance.
Benefits: Employee life/medical insurance, vision, Simple IRA, 10 days paid time off (PTO) after 1 year employment, standard holiday pay, clean environment. Automobile, business expense, and tuition reimbursement.

To Apply: Email current résumé to picosr@picochemical.com or fax to 708-757-4940.
PICO Chemical Corporation is an equal opportunity employer.

Website: www.picochemical.com