

REGIONAL METALWORKING FLUIDS SALES REPRESENTATIVE

PICO Chemical Corporation, Chicago Heights, Illinois, is an ISO 9001:2015 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 results-oriented sales representatives to sell our performance-proven products to metalworking and steel industry related accounts in the Midwest.

The position is full time and offers salary plus performance bonus incentives, automobile and business expense allowance, and other benefits.

Primary Responsibilities

- Conduct productive and quality sales calls on individuals who initiate orders or influence buying decisions.
- Project a professional consultative image and personal interaction.
- Manage and grow current accounts; solicit and develop new accounts.
- 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 eChempax software system.
- Excellent phone and closing skills. Build relationships and meet sales goals.
- Demonstrate full compliance of the company's policies.
- Make recommendations to management regarding product improvements.
- Participate in and support promotional marketing initiatives.

Qualifications

- Business, marketing, engineering, or technical degree preferred.
- 3+ years experience in a chemical, lubricant, metalworking, or industrial sales environment.
- Should have a track record of successfully selling new technology and value concepts.
- 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, or home office arrangement.
Pay Range: Commensurate with experience. Salary with performance bonus incentives.
Benefits: Life/medical insurance, Simple IRA, 10 days paid time off (PTO) after 1 year employment, 8 paid holidays, clean environment. Tuition reimbursement (employment-related courses).
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