



REGIONAL SALESPERSON METALWORKING FLUIDS

PICO Chemical Corporation, an ISO 9001 manufacturer of industrial specialty chemicals and lubricants since 1976 is seeking a results-oriented and experienced salesperson who has current sales, service or manufacturing experience of metalworking fluids for metal cutting, drawing, stamping, forming, extrusion, cold heading, rust protection and metal cleaning, etc. applications to sell our performance-proven, value-added products in Illinois, Wisconsin, Indiana, and Michigan.

Primary Responsibilities

- Conduct productive and quality on-site sales visits to current, prospect, and related business accounts.
- Project a professional consultative image and positive interaction with accounts.
- Manage and grow current accounts; solicit and develop new accounts regularly.
- Continually meet sales goals and quotas.
- Provide technical and service support with regular account visits, product trials, and optimization programs.
- Create, manage, and maintain accurate account information for all phases of selling activities.
- Provide effective territory management, prioritize and determine selling approaches.
- Prepare and distribute territory activity reports, sales forecasts, market and competitive analyses regularly to management. Understand and utilize the current software system.
- Make recommendations to management regarding product improvements.
- Communicate, document, organize, and present skills with detail.
- Participate in and support promotional marketing initiatives.
- Have working knowledge of competitors on performance and pricing initiatives.
- Some overnight travel may be required.
- Demonstrate full compliance with the company's policies and procedures.

Qualifications

- Business or technical degree preferred.
- 3+ years' current experience in a metalworking chemical / lubricant industrial sales environment.
- Technical knowledge and use of lubricants, RPs, and cleaners in metal manufacturing processes.
- High level of personal drive.
- Have a track record of successfully selling new technology and value-added concepts.
- Exhibit decision making, problem resolution, creative thinking and time management skills.
- Competency in Microsoft Office, Excel, PowerPoint, Outlook, and Chempax (CRM).
- Ability to work independently and manage multiple activities and tasks without delay.
- Results oriented, strong work ethic, integrity, and excellent attendance expected.
- Must pass pre-employment drug test and clinic physical prior to employment consideration.
- Must have valid automobile operator's license with clean driving record.

Individuals with current NDAs in this industry will not qualify for employment

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| Employment Type: | Full time. |
| Department: | Sales. Reports to National Sales Manager. |
| Position Location: | Chicago Heights, Illinois, or home office arrangement. |
| Compensation: | Salary with commission, and incentives. Automobile, phone, and travel allowances. |
| Probation Period: | 90 days to acceptance. |
| Benefits: | Medical / life insurance, vision. Additional Aflac options available, Simple IRA with 3% match, 10 days paid time off after 1 year employment, 15 days at 3 years. 8 paid holidays, Tuition reimbursement (employment-related courses). |
| To Apply: | Email current résumé to Richard Pisarski Sr. at picosr@picochemical.com . |
| Website: | PICO Chemical Corporation is an equal opportunity employer. www.picochemical.com |

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PICO Chemical Corporation

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The description, statements and recommended use of this product are guidelines and may vary due to minor changes in formulation or manufacture, as to the date of printing. Because the use of this product is beyond the control of PICO Chemical Corporation, we assume no liability for incidental, consequential, or direct damages regardless of cause.

ISO
9001
Certified