

# BARNET

**Barnet Products Corporation** 920 Sylvan Avenue Englewood Cliffs NJ 07632  
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## ACCOUNT EXECUTIVE

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**TITLE:** ACCOUNT EXECUTIVE, EASTERN REGION  
**REPORTS TO:** Director of Sales, Eastern Region

### ABOUT US:

Barnet Products Corp. is a Sales and Marketing Company, located in Englewood Cliffs, NJ. We supply specialty chemical ingredients and selected commodity products to cosmetic, personal care and pharmaceutical companies (consumer products divisions). We were established in 1987 with a commitment to finding, developing, and presenting new concepts, ingredients and systems to our customers.

### JOB SUMMARY

To market and sell conceptual raw materials to the cosmetic and personal care industry. The accounts to be called on are located on the east coast with travel required. The Account Executive will call on bench chemists, research and development teams, marketing and product development, industry consultants.

### SUMMARY OF ESSENTIAL JOB FUNCTIONS

- Increase Sales
  - Ability to focus and achieve yearly objectives and long term goals, both strategic and financial
- Sales Call Outline
  - Review previous sales notes, account goals, sampling and sales activity prior to customer visit
  - Meet with customers to sell targeted ingredients
  - Follow up with customers after submitting samples (if sending samples of systems, follow up with formulation guidelines and offer formulation support from our lab)
  - Coordinate team support if needed (bio, systems, laboratory, etc.)
- Knowledge of product lines
  - Understand/present active ingredients
  - Understand/present emulsifiers/surfactants as part of our System Formers
  - Understand/present trends/concepts to product development and marketing teams
- Build Relationships
  - Build relationships with research chemists and purchasing agents at assigned accounts
  - Make frequent sales visits to customers, understand projects in development and how Barnet concepts can apply
  - Organize lunches and/or dinners with customers as needed, subject to approval
- Maintain sales tools
  - Maintain sales call schedule and provide weekly schedule in advance to Director.
  - Update Contact Management System with latest contact information and sales notes
- Work with Samples Department, Marketing and Lab
  - Request samples/literature as needed
  - Work with Lab to organize customer visits to corporate office ; request formulas for customers as needed
  - Provide feedback to marketing about sales tools

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time as needed.

- **REQUIREMENTS**

- College Degree or higher; specialization in Biology or Biochemistry a plus
- 2+ years experience or relevant experience in Cosmetic or Chemical Industries
- Excellent written and verbal communication skills
- Driven professional who is capable of self starting and multi-tasking.
- Highly organized and pays attention to detail
- A people person who is comfortable presenting to customers and can close sales.
- Can function independently but also can be collaborative and part of a team
- Used to meeting goals and expectations

Account Executive Position:

**Nick Huss**

Vice President, Sales

Barnet Products

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