



Cosmetics & Personal Care Ingredients Sales - NY/NJ/Southern CT

[Independent Chemical Corporation](#), listed as one of the Top 100 Chemical Distributors in North America, seeks an individual to join our Sales Team to sell a range of ingredients and products to the Cosmetics and Personal Care Industry. The territory consists of New Jersey, southern CT, and the NY metropolitan area, including Long Island. Because this role requires visits and relationship-building, the position will likely travel 2-3 weeks per month. Salesperson will call on some current accounts but be paid primarily for new business. This role will include finding new accounts, determining products to offer and price, developing new product offerings to meet customers' needs, and managing the pricing and relationship while our office handles the logistics. As an ISO 9001 certified company, we have built the region's best reputation for on-time delivery, quality products and services. The position will be based out of office when not traveling and turn in weekly activity reports, highlighting sales success, accounts and efforts in progress towards sales.

Requirements:

- Bachelor's degree in chemistry, engineering or similar science
- 5+ years in business-to-business sales within the territory, preferably in chemical sales
- Can demonstrate goal-oriented business-to-business sales performance and success
- Can learn new and varied product lines and their applications in the cosmetics and personal care industry
- Must be personable and easily connect with customers
- Must live in the NY/NJ/CT area
- Must have right to work in USA, a driver's license and a car

Qualified candidates should submit their resume and cover letter with salary requirements to Frank Iacopelli at franki@independentchemical.com or apply online to <https://www.ziprecruiter.com/job/d2419784>

About Independent Chemical Corporation:

For nearly 70 years Independent Chemical has offered a wide range of chemical products for industry. Visit our YouTube video for more information. <https://www.youtube.com/watch?v=GCpFUbX3zfE> and our website at www.Independentchemical.com