

Job Description

Job Title : Sales Manager-Personal Care Industry

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Business Unit : BU Performance Materials, DKSH North America Inc.(NA)
Business Line : Personal Care Industry (PCI)
Location : Home office or HQ, Mount Olive, NJ
Supervisor : Head of Business Line Personal Care, DKSH NA

Job Purpose Summary:

- Increase sales of personal care ingredients
- Establishing, leveraging and expanding long-lasting relationships with R&D and purchasing people
- Cover the defined territory and frequently visit customers to grow sales in the East Coast territory.

Key Responsibilities:

- Sales of personal care ingredients and/or semi-commodities
- Regular calls on customers in the East Coast territory
- Frequent visits to R&D, as well as Purchasing departments
- Timely reporting to team and into salesforce.com
- Take care of appointed Key Accounts and establish Key Account Management Concept
- Participate in tender, successful sales and follow-through
- Persistent follow-up; self-starter and “Can do”-attitude
- Thorough follow-up on sampling
- Time-to-time: summarize sampling and sales activities for specific suppliers
- Thorough knowledge of DKSH product line
- Provide all aspects of technical support to new and existing customers, supported by DKSH Innovation Center in New Jersey or suppliers
- Participation in industry trade show
- Domestic travel required approx. 30% to 50%; international travel may be required from time to time (1-2 max. per year)
- Supporting market analysis, if required by key clients or Global BD
- Conduct price and margin calculations
- Basic understanding of regulatory requirements (e.g. MSDS, CofA, FDA, TSCA...)
- Responsible for maintaining a safe, healthy, and secure work environment for both internal and external customers.
- Follows and conforms to the NACD 13 Codes of Management Practice.

Profile/Skills Required:

- Minimum 3 years experience in Personal Care Industry
- Prior distribution experience a plus
- University degree in chemistry, biology or business
- Entrepreneurial

- Result driven, customer focused, hands on, strong business sense, can-do attitude
- Excellent social skills, good network in regional customer industries



- Knowledge of MS Office tools (excel, power point)
- Good communication and presentation skills
- Basic knowledge about Incoterms and Custom Tariffs

Date : 8 Nov 2018