



SEPPIC Inc  
30 Two Bridges Road Suite 210  
Fairfield NJ 07004  
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Fairfield, January 19th 2018

## **Technical Sales Representative (Inside Sales - Territory: USA)**

### **ASSIGNMENT Beauty Care, SEPPIC Inc.**

The Beauty Care business line represents the vast majority of the sales of SEPPIC Inc, and is its core pillar. Our strategy for growth for that business line relies on our unique set of proven record innovative products in (excipients and actives) and a prior focus on establishing a customer intimacy based on expertise, reactivity and agility.

Based out of our Fairfield, New Jersey Office, the Technical Sales Representative (Inside Sales) is a key position for us to reach our aggressive ambition for growth; He/she will be responsible of the management and the development of his/her territory, reporting directly to the Sales and Marketing Director of Beauty Care.

#### **MISSIONS:**

1. Manage and Develop a Sales Revenue Portfolio \$2M+,
2. Management 200+ active accounts & development of potential new accounts
3. Promotion of Beauty Care Specialty Ingredients to existing customers & prospects at different levels (R&D, Procurement, Marketing,...) in close collaboration with Marketing and Application teams
4. Development of a sales strategy for the territory to maximize growth opportunities
5. Generate monthly sales reports, enter all call reports in CRM, follow main opportunities through our CRM and contribute to budgeting and forecasting
6. Participate in local and national industry shows

#### **PROFILE/SKILLS:**

- Minimum 3 years Beauty Care ingredients experience in sales or related technical experience
- Minimum education: Bachelor Degree in Chemistry, Biology or related field.
- Proven skills in developing multi-level relationships with customers
- Excellent interpersonal skills, likes to work in a team in close collaboration with others (multiple interfaces)
- Capable to work in full autonomy, organized, resilient & dynamic

Inside Sales Position based in our Fairfield, New Jersey Office - No travel required.

Please send your resume to Olivier Peyrot, Sales & Marketing Director – mail:  
olivier.peyrot@airliquide.com

#### **About Seppic...**

Subsidiary of the Air Liquide group within the Healthcare activity, SEPPIC creates and supplies innovative specialty ingredients- excipients and actives - for the Health and Beauty markets.

We are a recognized leader for a range of product lines, and offer a unique combination of scientific expertise in the fields of chemistry and formulation. This covers polymers, surfactants and emulsion technologies, biology, immunology, the transformation of natural products, and more.

We combine the energy and responsiveness of a medium-sized company with the solid foundations of a large, international group. These advantages have enabled us to become a specialty ingredients creator in the dynamic markets of health and beauty.