

Technical Sales Representative:

The Technical Sales Representative will promote the sales of Independent Chemical's Cosmetic Specialty and Commodity Products in his/her territory and, in certain cases, also to develop the business at Regional or Global Key Accounts, traveling up to 70% of the time. This position reports to our Glendale, NY home office but will be home based, and candidate must live within the territory. The territory consists of the Northeast United States beginning in Northern NJ and north to Eastern Canada. The sales target for the Territory is approximately \$5 million.

Major Responsibilities:

- *Develop new applications for Specialty while growing Commodity Products.
- *Optimize selling prices taking into account profit volume opportunities on Commodities across our product lines. Sales Representative will set pricing for Commodities to meet company targets.
- *Develop contacts with customers at all levels in the commercial and technical departments to strengthen their business relationship with Independent Chemical.
- *The Sales Representative has to monitor regularly the financial situation of his/her customers and make sure that their payments to Independent are on time.
- *Plan all customer visits through the establishment of clear objectives and action plans.
- *Produce and keep updated a Market Data Base of the territory where all the relevant information on customers, volumes and prices of the commodities used, their application and the competitors positioning is available.
- *Independently set commodity pricing in cooperation with supplier pricing to meet profit targets. Choose which products to offer for specific markets.
- *Weekly reporting on the major accomplishments and challenges in his/her territory. Work in close cooperation with the Customer Support Representatives and Sourcing group for new materials.
- *Have a strong technical knowledge of the Specialties and Commodities in the different cosmetic applications and keep this knowledge updated.

About this company

For over 60 years Independent Chemical has supported producers of Cosmetics, Foods, Nutritional and other specialty and commodity products. We stock and distribute products for many of the world's finest producers, and our specialties and commodities are used in many of the world's most highly regarded products. We employ nearly 50 people in office, sales, transportation and warehouse roles, and are

best known for innovative solutions that allow our customers to offer exceptional products.

Desired Skills and Experience

- *Bachelor's degree in Chemistry, Chemical Engineering or related.
- *3+ years in a cosmetics formulation lab-skin, hair, or color.
- *2-5 years of sales experience in service and technology based industries. Cosmetics Specialty Chemical Sales experience is preferred.
- *Demonstrated experience in solving commercial and technical problems at customers.
- *Strong interpersonal/sales background coupled with an understanding of the sales process and selling excellence methods.
- *Strategic/Sales Capability.
- *Team Leader/Team Player.
- *Communication Skills/interpersonal skills.
- *Initiative/Execution/Bias for Action/Self Motivator

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