

Sales Account Manager – Northeast Area

Galata Chemicals, LLC is a specialty chemical company manufacturing and marketing additives primarily used in PVC applications around the world. The business has been established for over 40 years with manufacturing and sales globally and became an independent Private Equity owned company in May of 2010.

Reporting to the Commercial Director, the **Sales Account Manager** is responsible for all Sales activities, including New Business Development within the respective territory.

Job Scope

- Develop and maintain a regional sales territory where assigned or needed, including frequent face to face contact as per calling plan.
- Build and maintain excellent working relationships with existing and new customers.
- Accountable for delivering budgeted sales and margin targets for the territory.
- Search out and acquire new customers and new applications for existing products and develop sales of new products.
- Develop account specific strategies and establish key account plans.
- Develop and maintain rolling forecasts for the territory with appropriate and time updates
- Attend and or prepare formal presentations for assigned territory, actively participate at sales meetings and other meetings designated by management.
- Assist in the development and implementation of an annual marketing plan in consultation with other departments and works within the business plan. This would include assisting in implementing a strategy, working within a defined budget, and evaluating the results.
- Represent the company at industry related associations and events.

Candidate Profile

- B.S Chemical Engineering, Chemistry or Polymer Science
- 3-5 yrs. sales experience in chemicals manufacturing
- Strong technical customer support and customer calling background
- Experience in PVC or polymer additives applications
- Strong negotiations skills, including an ability to "close the deal"
- New Business Development
- Excellent analytical, quantitative and problem solving skills
- Excellent communication, interpersonal skill and relationship building skills at all levels
- Strong computer skills with emphasis on Excel, Microsoft Word, and PowerPoint
- Confident, self-motivated and possess an ability to think strategically.
- Demonstrate an ability to be trained and have good teamwork skills.

Employment and Compensation

- Galata Chemicals is an Equal Opportunity Employer offering a competitive compensation, including health benefits and 401K plan.

Contact

- email resume to : tafthr@galatachemicals.com