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## Job Description

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We are the fastest growing Chemical and Raw Materials distribution company whom specialize in servicing the Southern California region while also catering to the entire North American market.

We service all major industries and are committed to our customers to help improve their supply chain and up-time. We accomplish this through our extensive network of global manufacturers and complement it with our local warehouse with in-house fleet of trucks.

If you're looking for a position where you not only feel great about working in a tight knit friendly group but also where your team-partners' complement your strengths and help you harness your inner potential for growth, then **California Chemical is the perfect fit**. Being family owned in a very corporate environment is a true blessing as it helps us in really getting to know you as person and also equipping you with all the right tools you need in order to succeed.

California Chemical invites you to join our team as an Executive Sales Account Manager.

### **Benefits of California Chemical versus any other Chemical Distribution:**

- Highest commission in the industry with NO commission cap to limit the amount of money you can make
- No assigned territory to hinder your ability to sell
- No assigned Industry to restrict your growth
- Extremely friendly and tight knit work environment
- Generous vacation and sick leave days

### Role Purpose:

- Demonstrate commitment to prospecting new business development
- Employs a consultative sales approach that focuses on building a long term, value-based relationship with accounts

### Responsibilities:

- Enhance California Chemicals position within each account through in-depth selling at all levels within the account
- Prospect for new business; conduct sales calls and actively grow the size of your territory
- Maintain a clear updated view of your sales pipeline
- Grow size of territory in accordance with targets
- Focus on customer retention and improving overall customer satisfaction
- Responsible for coordination with Local Sales, Purchasing, and Operations to insure proper inventory levels and overall customer satisfaction.
- Serves as initial contact for accounts
- Build effective customer relationships through business calls and effective customer entertainment
- Commitment to safety, both personal and of your colleagues

### Qualifications / Experience:

- Seasoned sales experience with a proven track record of success
- Demonstrated ability to cultivate an extensive network of contacts
- Demonstrated experience as both an effective leader and team player

Knowledge and Skills:

- Strong inter-personal and communication skills and the ability to develop strong, successful business relationships with customers as well as internal teammates
- Ability to manage time and resources effectively in order to achieve goals
- Strong business acumen, including an understand of the business relationship between manufacturers, distributors and end-users of chemical products and services
- Well-honed listening skills and a problem-solving attitude to uncover needs and motivations to overcome objections in order to close a sale

*All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, sexual orientation, gender identity, religion, national origin, age, disability, veteran status, or other protected classification.*

Job Type: Full-time

Salary: \$60,000.00 to \$150,000.00 /year