



## Sales Account Manager

### About Our Company

Schibley Chemical Company is a distributor of chemicals for the thermoset industry. These chemicals consist of peroxides, surfactants, fatty acids, etc. With customers ranging from small technical companies to global brand names manufacturers of health products, fiberglass products, chemicals and coatings. Schibley Chemical Company offers its employees a dynamic, family-oriented work environment with the opportunity to grow exponentially.

### Role Description

As our customer base and marketing efforts expand, we require an enthusiastic and talented Sales Account Manager to support our sales efforts and contribute to a growth program that supports and recognizes sales efforts and strategies. Reporting to the Vice President of Sales, the Sales Account Manager will be supported, developed and motivated to achieve a successful career where accomplishments will be highly celebrated and rewarded.

### Duties

1. Meeting with customers via phone, electronics, or in person to assist with the technical aspects of developing new and existing business
2. Managing customer needs through investigative techniques while demonstrating our value proposition
3. Collect and report competitive information to management
4. Working with the internal team to develop strategies to grow the company sales and profits
5. Developing leadership traits and demonstrating professional and personal growth
6. Maintain records of various communications, both internally and externally, in our CRM and established internal communication systems
7. Working with the internal teams such as Customer Service, Purchasing, Shipping, etc. to ensure customer expectations will be met
8. Working with the internal team to generate leads and following up by searching for new customers who will benefit from company products and services
9. Understand and support company policies and procedures to provide proper and effective service to all customers, and foster the development of long term business relationships

### Requirements

1. Excellent communication skills
2. Desire to achieve high sales growth
3. Desire to develop leadership skills
4. Bachelor's Degree, preferably in the Sciences
5. Experience in Surfactants or Organic Peroxides is a plus
6. Proficiency in Microsoft Office
7. History of working in a field that requires autonomy and self-motivation
8. Prior experience that demonstrates a strong work ethic and ability to multi-task
9. Driver's License – Must meet insurance underwriting requirements