

## Chemical and Filtration Products of Texas

# OUTSIDE SALES

### Job Description

**Status:** This position is full-time, exempt status

**Classification:** Non-regulated/Safety-sensitive

#### **Job Summary:**

Create new customer relationships and maintain existing customers to continue and expand sales of company products. Responsible for making sales presentations as needed and negotiating optimal pricing levels.

#### **Duties and Responsibilities:**

1. Identify new prospective accounts.
2. Identify sales opportunities within existing accounts as well as prospective ones.
3. Create and deliver effective sales presentations in written form as well as in person.
4. Follow-up and close on presentations made to existing and potential accounts.
5. Establish and maintain positive and professional, long-term relationship with customers to assure that customer needs are being met by Chemical and Filtration Products of Texas products and services.
6. Provide strategic account management support to drive sales and gross margin growth by understanding the chemical and/or lubricant requirements of the customer.
7. Create and implement successful strategies to further penetrate existing markets and create entirely new markets within the assigned territories.
8. Negotiate optimal pricing levels with respective customers.
9. Oversee implementation of special customer logistical needs.
10. Must comply with all company safety, security, quality and environmental standards.
11. Perform other duties as assigned by management.

This description reflects the general details considered necessary to describe the principal functions of the job identified for the purpose of job evaluation. It should not be construed as a detailed description of all work requirements that may be inherent in the job nor shall be construed as giving exclusive title to every function described.

#### **Qualifications:**

1. Bachelor's Degree or equivalent work experience preferred.
2. Outside sales experience in industrial or technical sales and chemical industry knowledge preferred.
3. Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, and government regulations.

4. Ability to write reports, business correspondence, and sales presentations.
5. Ability to effectively present information and respond to questions from customers and prospective customers.
6. Excellent communication and interpersonal skills.
7. Experience in establishing customer relationships.
8. Experience in Microsoft Office products.
9. Requires strong negotiation and organizational skills including ability to prioritize tasks and meet deadlines.
10. Ability to handle difficult situations/people.
11. Time and territory management skills.
12. Able to work independently.
13. Problem solving skills.
14. Goal-oriented.
15. Analytical skills.
16. Demonstrate good team interaction skills.
17. Excellent prospecting and closing abilities.
18. Must have professional appearance and positive, proactive attitude.
19. Must have a valid driver's license.
20. Must be able to drive a motor vehicle.
21. Must be able to drive at night.
22. Must have clean driving record.

**Please email resume, any qualification certifications & a copy of a valid drivers license to: [careers@texas-chem.com](mailto:careers@texas-chem.com)**