



## REGIONAL SALES REPRESENTATIVE COATINGS INDUSTRY

**PICO Chemical Corporation**, Chicago Heights, Illinois, an ISO 9001 manufacturer of specialized industrial chemicals and lubricants since 1976.

We are seeking results-oriented and experienced sales people who have a current sales/service history primarily to manufacturers of paints, inks, resins, adhesive coatings, etc. to sell our performance-proven products in Illinois, Wisconsin, Indiana, and Michigan. Individuals with current NDAs (with competitors) in this industry will not qualify for employment.

### Primary Responsibilities

- Conduct productive and quality on-site sales visits to current, prospect, and related business accounts.
- Project a professional consultative image and positive interaction with accounts.
- Manage and grow current accounts; solicit and develop new accounts regularly.
- Continually meet sales goals and quotas.
- Provide technical and service support with regular account visits, product trials, and optimization programs.
- Create, manage, and maintain accurate account information for all phases of selling activities.
- Provide effective territory management, prioritize and determine selling approaches.
- Prepare and distribute territory activity reports, sales forecasts, market and competitive analyses regularly to management. Understand and utilize current software system.
- Make recommendations to management regarding product improvements.
- Communicate, document, organize, and present skills with detail.
- Participate in and support promotional marketing initiatives.
- Have working knowledge of competitors on performance and pricing initiatives.
- Some overnight travel may be required.
- Demonstrate full compliance of the company's policies and procedures.

### Qualifications

- Business or technical degree preferred. Chemistry degree helpful.
- 5+ years current experience in a specialty chemical or coating manufacturing environment.
- Technical knowledge and use of the products manufactured.
- High level of personal drive.
- Have a track record of successfully selling new technology and value concepts.
- Exhibit decision making, problem resolution, creative thinking and time management skills.
- Competency in Microsoft Office, Excel, PowerPoint, Outlook, and eChempax (CRM).
- Ability to work independently and manage multiple activities and tasks without delay.
- Results oriented, strong work ethic, integrity, and excellent attendance expected.
- Must pass pre-employment drug test and clinic physical prior to employment consideration.
- Must have a valid automobile operator's license with clean driving record.

**Employment Type:** Full time.  
**Department:** Sales. Reports to National Sales Manager.  
**Position Location:** Chicago Heights, Illinois, or home office arrangement.  
**Compensation:** Salary with commission, incentives, and benefits. Automobile, phone, and travel allowances.  
**Probation Period:** 120 days to acceptance.  
**Benefits:** Medical / life insurance, vision, and Aflac option available, Simple IRA with 3% match, PTO - paid time off days, 8 paid holidays, clean environment. Tuition reimbursement (employment-related courses).  
**To Apply:** Email current résumé to Richard Pisarski Sr. at [picosr@picochemical.com](mailto:picosr@picochemical.com).  
**PICO Chemical Corporation** is an equal opportunity employer.  
**Website:** [www.picochemical.com](http://www.picochemical.com)

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### PICO Chemical Corporation

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Certified