



REGIONAL SALES REPRESENTATIVE METALWORKING FLUIDS

PICO Chemical Corporation, Chicago Heights, Illinois, is an ISO 9001 manufacturer of specialized industrial chemicals and lubricants since 1976. The industries we supply include metal working, metal forming, steel producing, steel processing, fabrication, steel service centers, and their industry-related applications worldwide.

We are seeking results-oriented and experienced sales people who have a current sales/service history primarily of industrial metalworking fluids and cleaners experience in metal cutting, removal, drawing, stamping, forming, extrusion, cold heading, rust protection and metal cleaning applications to sell our performance-proven products to metalworking and steel industry related accounts 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. (Associates degree acceptable.)
- 3+ years current BTB experience in a metalworking chemical / lubricant industrial sales environment.
- Technical knowledge and use of lubricants, RPs, and cleaners in metal manufacturing processes.
- 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 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.
PICO Chemical Corporation is an equal opportunity employer.
Website: www.picochemical.com

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PICO Chemical Corporation

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