

**ConnectingChemistry**

**NEW OPEN POSITION**



**Job Title:** Sales Manager

**Location:** Henderson, KY

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**FLSA Status:**  Non-Exempt  Exempt

**Status:**  Full-time  Part-time

**Why Work At Brenntag**

- Competitive Salary
- Great Insurance Package: Medical, Dental, Vision, & Life
- Company Car, Laptop, & Phone
- Quarterly Bonuses
- 15 Days of Paid Time Off
- 9 Paid Company Holidays
- 401K with Generous Employer Match

**Essential Responsibilities and Tasks**

- Train Sales Representatives in products, competitive knowledge, selling skills, territory management and collections.
- Review and discuss sales representatives plan and goals for sales, gross profit, target accounts, and growth. This should be done quarterly.
- Review territories to maximize revenues, minimize costs and create territories with potential.
- Motivate Sales Representatives.

- Work with Sales Representatives to prepare annual budgets and forecasts for their territory. From those meetings develop budget and forecasts for branches you are responsible for.
- Maintain key accounts.
- Make joint calls with Sales Representatives and build personal relationships with major accounts.
- Work with purchasing, customer service, and operations.
- Attend trade shows where appropriate.
- Be involved in the hiring process for new Sales Representatives.
- Respond to Sales Representatives needs and concerns to help make their jobs successful.

**Education:**

- Bachelor's degree from a four-year university; or commensurate of education and experience. Chemical sales and sales management experience is a plus.

**To Apply please email resume to  
apope@brenntag.com**

**Brenntag is an Equal Opportunity Employer**

Qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, protected veteran status, disability, or any other characteristic protected by law.

**About Brenntag**

Brenntag, the global market leader in chemical distribution, covers all major markets with its extensive product and service portfolio. Headquartered in Essen, Germany, the company operates a global network with more than 530 locations in 74 countries and a workforce of more than 16,000 employees. In 2017, the company generated sales of EUR 11.7 billion (USD 13.3 billion) worldwide. Brenntag connects chemical manufacturers and chemical users. The company supports its customers and suppliers with tailor-made distribution solutions for industrial and specialty chemicals. With over 10,000 products and a world-class supplier base, Brenntag offers one-stop-shop solutions to around 185,000 customers. This includes specific application technology, an extensive technical support and value-added services such as just-in-time delivery, product mixing, formulation, repackaging, inventory management and drum return handling. Long-standing experience and local excellence in the individual countries characterize the global market leader for chemical distribution.