

ConnectingChemistry

Brenntag is the global market leader in full-line chemical distribution. Headquartered in Mülheim an der Ruhr, Germany, the company operates a global network with more than 530 locations in 74 countries. In 2015, the company, which has a global workforce of more than 14,000 employees, generated sales of EUR 10.3 billion (USD 11.5 billion).



Our team currently has an opening:

Job Title: Industry Representative (Inside Sales)

Team: Brenntag Solutions Group (Fogelsville, PA)

Reports to: Sales Manager

FLSA Status: Non-Exempt Exempt

Status: Full-time Part-time

Summary of Job Purpose and Function

The Industry Representative achieves goals through direct marketing and inside sales efforts while owning and growing strategic accounts by utilizing phone and email to maintain sales and gather/document market intelligence. The Industry Representative also manages marketing campaigns and results and promotes product lines that are important to Brenntag and its suppliers.

Essential Responsibilities and Tasks

- 1) Establishes and achieves sales growth through inside sales and marketing efforts.
- 2) Prepares sales, supplier, and market reports as directed by management.
- 3) Follows up on samples and leads.
- 4) Participates in product training as required.
- 5) Handles general customer issues from external calls and internal website.
- 6) Supports marketing campaigns to accomplish goals and strategy of suppliers.
- 7) Seeks out new market and product opportunities.
- 8) Provides forecast information and documentation in CRM.
- 9) Documents call summaries and market intelligence into CRM applications.
- 10) Represents company at various shows/events in order to promote Brenntag and our supplier base.
- 11) Participates in joint sales calls and conference calls with Brenntag and suppliers and/or customers.
- 12) Works with management, staff, and suppliers to determine price, provide technical recommendations, and resolve issues.
- 13) Participates in supplier product reviews.

Additional Required Skills/Abilities:

- Ability to travel up to 5% of the time
- Strong interpersonal skills, capable of interacting with all levels of people in an organization
- Strong ability to communicate Brenntag's unique value proposition to middle management and senior executives within the chemical manufacturing community, demonstrating the business advantage in adopting our model
- High level of decision-making ability, balancing suppliers needs and company objectives
- Good understanding of the channels to market environment in the business to business arena and specifically the chemical industry including suppliers' primary drivers and current business models
- Experience in developing and implementing concepts and programs
- Ability to sell concepts vs. products
- Ability to work alone with minimal supervision, highly motivated self-starter but capable of and willing to working in a collaborative team environment
- Strong organizational skills with the ability to handle diverse and significant workload
- Strong presentation skills
- Strong communication skills (speaking, writing) in both internal and external situations
- Sensitivity to new business opportunities, always looking for new techniques for expanding or managing the business creatively
- Keen business sense and marketing ability required to develop strategies for success and implementation both short and long-term

Experience, Education and/or Training

- Bachelor's degree in Business, Marketing, Science, or equivalent work experience
- One year of sales and/or marketing experience preferred.

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.