

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:	Outside Sales Representative
Location:	Portland, Oregon
Team:	Sales
Reports to:	Branch Manager / Sales Manager
FLSA Status:	<input type="checkbox"/> Non-Exempt <input checked="" type="checkbox"/> Exempt
Status:	<input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time

Summary of Job Purpose and Function

As an outside Sales Representative for Brenntag Pacific this individual will understand, sell and negotiate the BIG picture. Manage, develop and maintain strategic customer relationships to maximize Company sales and profits; service existing customers and work with target customers in assigned territories. Implement sales strategies determined by the Business Plan. The candidate will demonstrate the ability to plan and execute a successful work schedule.

Essential Responsibilities and Tasks

- As an outside Sales Representative for Brenntag Pacific this individual will understand, sell and negotiate the BIG picture.
- Manage, develop and maintain strategic customer relationships to maximize Company sales and profits
- Service existing customers and work with target customers in assigned territories.
- Implement sales strategies determined by the Business Plan.
- Demonstrate the ability to plan and execute a successful work schedule

Hiring Qualifications and Competencies

- Be creative, self-reliant and diligent.
- Demonstrate the ability to plan/execute a successful work schedule.
- Proven track record and sales accomplishments is expected.

Experience, Education and/or Training

- Bachelor's degree required, technical degree preferred.
- Technical sales experience is preferred, but not required, or a combination of education and experience.

What We Offer

- Significant earning potential (salary, commissions).
- Car allowance, expense account.
- Health Insurance, Vacation time, 401(k) and Pension Plans.
- Sales Leads and Target Marketing.
- Business to Business Sales Opportunities.
- Exciting, Professional Environment.
- Compensation is base salary plus commission.

If interested, please contact, Edward Arias, Director of Human Resources for Brenntag Pacific at earias@brenntag.com or (323) 832-5063.

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.