

Northeast Technical Sales Representative

Colonial Chemical Inc., a growing specialty chemical manufacturer, is seeking a Northeast Technical Sales Representative. This position, reporting to the North American Sales Manager, will be based out of the Northeast, in the greater New York City area or New Jersey and will target accounts on a direct basis or in conjunction with local distributors throughout the territory. The Northeast territory is comprised of New York, New Jersey, Connecticut, Massachusetts, Rhode Island, Vermont, New Hampshire, Maine, and Eastern Pennsylvania.

This position will have a multi-market focus within the territory, including the personal care and beauty industry, HI&I cleaning, and vehicle care. When required, the Northeast Technical Sales Representative may also have to call on customers outside the specified industries, such as customers in the oil & gas or industrial lubricants/metalworking industries. This position will be responsible for increasing Colonial Chemical's presence in the Northeast Territory.

The successful candidate will have: a technical degree in Chemistry or Chemical Engineering, along with a strong understanding of surfactant chemistry; previous experience managing direct accounts and/or distributor relationships; experience prospecting and cold calling new accounts; and experience with CRM and expense management software.

Please apply online at <https://colonialchem.applicantpro.com/jobs/961365.html>

You can also send resumes to carmen.ohagan@colonialchem.com

