



Interested candidates should send their resumes and salary requirements to Jennifer.hergert@akzonobel.com.

Job Title	Inside Sales Representative	Job Level	
Location	Bridgewater, NJ	Reports To	NA Personal Care Sales Manager
No of Openings	1	Relocation Paid	No

Summary:

The successful candidate will join the AkzoNobel Personal Care Group and will be responsible for the achievement of a territory sales budget as well as identifying and developing new accounts and new applications for existing products.

Responsibilities:

The Inside Sales Representative is responsible for the achievement of territory sales through means such as inside sales calls, customer correspondence and opportunity conversion. The Representative will also identify and develop new account and new application opportunities for existing products.

1. Work within the safety guidelines and always wear appropriate PPE in NSC or Customers' locations. Work within the Akzo guidelines and standards for sales professional and within all applicable laws.
2. Meet and exceed sales and profit budgets for assigned territory.
3. Achieve the New Business growth agreed for the sales territory.
4. Be the voice of the customer, and the general market, to the business as a whole. Ensure that the marketing/business teams, plus sales management, hear about key issues such as competitive activity and new market trends.
5. Actively participate (as required) in marketing activity such as trade shows, new product launches, market research and new customer prospecting.
6. Complete all administrative and customer functions in a timely and concise manner including customer contact reports in I Avenue, identifying two new projects per month, completing expense reports, delinquent account follow up, and other duties to be defined by the North American Personal Care Sales Manager.
7. Develop and implement plans for the key accounts in the sales territory in conjunction with the North American Personal Care Sales Manager.
8. Improve the depth and quality of the personal relationships at each account.

Education/Requirements:

BS Degree required. Preference for degrees in Chemistry, Biology or related field.
Sales experience desirable.