



KH CHEMICALS NA INC

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Do you have experience in commodity or specialty chemical sales and familiar with the coatings, adhesives, or sealants markets? Great, we can offer you a new great place to work.

KH Chemicals NA Inc. headquartered in Hamilton, NJ is expanding its North American team and has a vacancy for a full-time

Regional Sales Manager - Southeast

In this position you will have full responsibility for maintaining and developing existing customers as well as acquiring new customers. You close the deals, work with customer service and logistics to insure on-time delivery and drive the process to exceed your customer's expectations. Your customer base will include end-users and other regional chemical distributors within your assigned territory.

Primary responsibilities:

- Independently manage the entire sales process for accounts within the assigned territory from enquiry/quotation, to deal confirmation, to delivery and up until receiving the invoice payment.
- Work with the regional headquarters and international offices daily to help manage, grow and exceed your sales targets.
- Proactively develop new customers, new products and new markets.
- Visiting your customers and prospects on a regular basis with the desire and ability to develop a strong relationship with them that will eventually generate new and increased business.
- Outperforming the competition!

What we require:

- Bachelor's degree (Business, Chemistry, or Engineering preferred) from an accredited school
- Minimum of 5 years' experience in commodity or specialty chemical sales
- Proven business development and account management skills
- Effective organizational, planning and time management
- Ability to solve problems and devise solutions for customers
- Ability to work from our Hamilton, NJ office or a home-based office within the assigned territory. Willingness to travel extensively throughout the assigned territory of NC, SC, GA, FL, TN, MS, LA and AL, DE, MD, NJ, PA, VA, WV.
- A valid U.S. Passport and state driver's license

Who we are?

With an experience of almost 25 years in chemical trading and distribution, KH Chemicals has become a well-established partner in the industry. KH Chemicals is headquartered in Rotterdam, The Netherlands and has regional offices in Dubai, Kiev, Shanghai, Sao Paulo, and New Jersey (New York). Our global team currently consists of more than 90 energetic and proud employees. Since the beginning of 2019 KH Chemicals is a 100% owned by Ravago. More information can be found on our website at www.khchemicals.com.

What we offer:

- Challenging work environment in a growing international company
- Competitive salary
- Competitive healthcare benefits
- 401K Retirement Plan
- Company Car Allowance

Interested?

Please send your resume and cover letter (if applicable) to jobs@khchemicals.com.

Solicitation in connection with this advertisement will be ignored.

Equal Opportunity Employer

