



Position: Mini-Bulk Sales Account Manager
Location: Pomona, CA
Pay: \$72,000 base + \$20,000 Bonus + Company Car + Cell + Laptop +Benefits& 401K

Whatever you're looking for in a career, you'll find it with our client - from challenges to opportunity to growth. As North America's leading chemical distributor they offer a wide range of career options, personal and professional growth and an atmosphere where people enjoy working together.

We are currently looking to hire a Mini-Bulk Sales Account Manager. You will be responsible for executing their business strategy around products and markets to profitably grow a defined territory. Your time will be split between the development of new customers and new products (90%) to existing customers, and maintaining the base business of the territory (10%). The Mini-Bulk Account Manager defines each business opportunity and strategy to achieve profitable contribution to the business plan in their defined area of responsibility.

Required Skills, Experience and Education:

- 3+ years of successful territory management and sales experience
- Knowledge of principles and methods for showing, promoting and selling products or services. This includes marketing strategy and tactics, product demonstrations, sales techniques and sales control systems.
- Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Excellent written and oral communication skills including the ability to listen and speak with others to convey information effectively.
- Strong critical thinking skills, excellent judgment, discretion and decision making skills.
- Excellent organization and time management skills.
- Ability to develop and grow strong relationships.
- Proven track record of success in market and customer development.
- Ability to conduct strong presentations
- Proficient in MS Office and other computer-based programs
- Ability to travel - less than 10% travel required
- BA/BS degree preferred
- Knowledge of chemical industry and related products is a plus.

If you would like to apply to this position, send your resume immediately to ngcajobs@ng.army.mil and state you are applying for this position, or you can call The Work for Warriors staff @ 916-854-4426.