



Sales Manager “In Training”

SpecChem manufactures specialty concrete chemicals, cementitious repair products, and epoxies throughout the United States in its five manufacturing facilities. SpecChem supplies and services the concrete distributor network with quality construction products that provide performance and value to the industry.

We are seeking a sales professional that is intelligent, energetic, and can effectively communicate the value SpecChem provides to its Distributors.

Summary/Objective: The Sales Manager “In Training” will effectively serve and grow existing business as well as generate and close new business opportunities. This individual will need to have a comprehensive understanding of the products, marketplace and the value that SpecChem provides. We will train the person with the right character, energy, work ethic, and skills.

Essential Functions

- Responsible for inside and outside customer sales training
- Conduct the following calls: job site and distributor, architect and engineering, and DOT
- Work closely with distributors and their salesforce regarding product training
- Work with contractors to drive SpecChem business
- Serve as internal SpecChem repair training
- Conduct customer service support, order entry, and CRM training
- Become involved in business/customer/trade associations
- Serve as a training resource to the SpecChem corporate laboratory
- Dodge Architectural/Engineering training
- Build relationships with existing and potential SpecChem customers
- Provide marketing support work training
- Generate new SpecChem sales training
- Collaborate with existing SpecChem sales and technical team
- Work with SpecChem management and ownership team
- Other duties as dictated by business need

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Competencies

- Budgeting
- Planning
- Scheduling
- Communication

- Leadership
- Problem Solving
- Self-Starter

Supervisory Responsibility

None

Work Environment

While performing the duties of this job, the associate is exposed to a wide variety of environments ranging from a typical office environment to being on-site while a SpecChem product is being applied to a construction project. The associate is required to sit, stoop, kneel, or crouch. Must be able to frequently lift 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

Position Type/Expected Hours of Work

This is a full-time position. Company expectation for its salesforce includes a minimum of 40 hours per week, but sales managers are expected to meet the time required by customers, distributors, orders, and production.

Travel

Extensive travel is required.

Required Education and Experience

Bachelor's degree in a related field and 2 years of professional experience. We will train the person with the right character, energy, work ethic, and skills.

Other Requirements

- Open to relocation
- Working knowledge of time/territory management, professional selling skills
- Sales experience but we will train the right attitude
- Strong communication and math skills
- Strong Microsoft office knowledge
- Ability to assess customer needs
- Work within corporate vision, mission and values of organization

Why Join SpecChem?

- Lucrative compensation package
 - Base Salary
 - Annual Incentive Plan once promoted to a Regional Sales Manager
 - Auto Allowance
 - Phone/Laptop
- Culture that values sales people and provides opportunities for advancement
- Comprehensive health, dental, and vision programs
- 100% company paid basic life insurance

- Generous PTO program
- 401K plan with company match
- Work hard and play hard environment that gives back to its community

To Apply

Please apply by email to:

John Love

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