



Inside Sales Representative – Chemical Specialties

Michelman is a global developer of water-based barrier and functional coatings for flexible film packaging, paperboard, and corrugated cartons; and water-based surface modifiers, additives and polymers for numerous industries including wood and floor care, industrial coatings, inks, fibers, composites, and construction products. Michelman serves its multinational and regional customers with production facilities in the U.S., Europe and Singapore, and a worldwide network of highly trained field technical support personnel.

Currently, we have a great opportunity available for an **Inside Sales Representative** in our Chemical Specialties business unit. This position will be located in our Blue Ash, Ohio Corporate Global Headquarters. We are looking for an associate who has a degree in the sciences, an interest in advancing into an outside sales position and has strong market and/or formulating knowledge and industry contacts

The responsibilities of the position will include:

- Selling Michelman Chemical Specialties coating chemical products and provide technical support for the Chemical Specialties business unit
- Demonstrate subject matter expertise of products, services, and procedures while providing assistance regarding the best application of Michelman products
- Transition customer inquiries into selling opportunities by answering customer inquiries about our products, services, and other business functions
- Prospect new customers through advertising leads and convert the leads into new business
- Build and maintain relationships with existing accounts
- Develop and communicate new business opportunities and coordinate Michelman's efforts to take advantage of the opportunities
- Listen to our customers and find ways to meet their needs
- Conduct promotional work to sell and develop new and existing business accounts
- Provide monthly and quarterly reports summarizing activities and progress as well as advise on effectiveness of inside technical sales program as a competitive advantage compared to our competition
- Execute all customer support components of marketing programs such as gathering competitive intelligence, building customer relationships, and developing internet-based communications
- Work with sales team to address proactive selling opportunities, customer satisfaction, and address issues that arise
- Accountable for growth, development of new business opportunities, and customer satisfaction

The preferred candidate will have:

- Bachelor's degree with a preference toward a degree in science, engineering, or other technical degree
- Two (2) or more years of sales experience preferred
- Coatings formulation background preferred

The successfully candidate should have the following skills:

- Strong market and/or formulating knowledge and industry contacts
- Selling background with a record of accomplishment of past sales success
- High level of self-motivation and initiative
- Excellent problem solving, organizational and prioritization skills
- Outstanding presentation, written and oral communication skills
- Proficient in Microsoft Office
- Must be able to travel as business needs dictate
- Ability to handle multiple tasks simultaneously and prioritize workload
- Provide fast, accurate, professional, and friendly service to customers
- Ability to consider alternative solutions to customers' problems when appropriate

Michelman is proud of its unique work environment that we have. We pride ourselves in our commitment to our values of integrity, respect and success. Selected candidate will have a rigorous onboarding experience with a continued commitment to technical and professional development.

We offer an excellent salary, incentive and benefits package in a progressive, empowered team environment.

To apply, please e-mail your resume and cover letter with salary history and requirements to:

Ken Wigton
HR Manager
careers@michem.com