

Technical Sales Representative

Mississauga, ON

Full-Time / Permanent

Remote with access to office

Company Overview:

Join our dynamic Consumer Care team at Andicor Specialty Chemicals, a leading distributor of innovative specialty chemical solutions. With a focus on quality, performance, and sustainability, we pride ourselves on delivering exceptional products to our valued clients.

Position Overview:

We are seeking a motivated and results-driven Technical Sales Representative to join our Ontario and Western Canada sales team. The successful candidate will play a pivotal role in driving sales growth by building and maintaining strong relationships with new and existing customers. This position offers an exciting opportunity to combine technical expertise with sales acumen in a fast-paced and rewarding environment.

Key Responsibilities:

- Build and maintain strong relationships with existing and potential customers, understanding their needs, challenges, and market trends to position our products effectively.
- Provide technical expertise and product knowledge to customers, addressing their specific needs and offering tailored solutions.
- Conduct product presentations and demonstrations to showcase our suppliers' products.
- Collaborate closely with internal customer service team, to ensure customer satisfaction and support business objectives.
- Prepare sales forecasts, reports, and other documentation as required.
- Stay current on industry trends, market developments, and competitor activities to identify opportunities and challenges.

Qualifications:

- Bachelor's degree in chemistry, or related field.
- Proven track record of success in technical chemical sales, preferably in the Personal Care and/or HI&I industry.
- Excellent communication and presentation skills, with the ability to effectively convey technical information to diverse audiences.
- Excellent negotiation and interpersonal skills
- Demonstrated ability to build and maintain relationships with customers, understanding their business needs and offering valuable solutions.
- Self-motivated with a proactive approach to problem-solving and achieving goals.
- Willingness to travel as needed to meet with customers and attend industry events.

Andicor Offers:

- Competitive salary with performance-based incentives.
- Comprehensive benefits package, including health insurance and paid time off.
- A supportive and collaborative work environment that values innovation and teamwork.

How to Apply:

If you are a driven and enthusiastic professional looking to make a difference in the chemical industry, we want to hear from you! Please submit your resume and cover letter outlining your qualifications and why you are a great fit for this position to info@andicor.com.