



EMPLOYMENT POSTING: Sales Representative (Northeast United States)

At Columbia Chemical, providing quality additives for the metal finishing industry is our business. Since our beginning in 1975, we have specialized in developing high quality plating processes. Located in Brunswick, OH, Columbia Chemical is an ESOP Company with easy access to Interstate 71. Columbia Chemical is an Equal Opportunity Employer.

We currently have the following opportunity for **Sales Representative**

JOB DUTIES PERFORMED

- Promote direct sales to new end-users in the selected territory, including:
 - Eastern New York
 - Eastern Pennsylvania
 - New Jersey
 - Connecticut
 - Massachusetts
- Gather marketing data for selected territory, including;
 - Market size
 - Potential customers
 - Competition in market
- Follow-up on all incoming leads from our website, advertising, and tradeshow for selected territory. Assist Bookkeeper in classifying and posting Payables and Purchase Orders.
- Work closely with Columbia Chemical Technical Account Managers to provide technical service to customers.
- Maintain accurate and updated information for prospects/customers in Customer Relationship Management system.
- Other duties, as assigned.

*Reports to: Directory, Domestic Business
Exempt*

MINIMUM REQUIREMENTS

- Experience in chemical sales.
- Bachelor's degree in business, or equivalent experience.
- Technical service experience a plus.
- Metal finishing experience a plus.

COMPENSATION

- Healthcare, 401(k), Employee Stock Ownership Plan.
- Salary commensurate with experience.

CONTACT

Email resume in PDF or Word format to careers@columbiachemical.com
or mail to:

**Human Resources Dept.
Columbia Chemical Corporation
1000 Western Drive
Brunswick, OH 44212**

No phone calls please.

