

Director of Sales

Exempt Position- Remote 30% Travel Auto allowance included
Reports to VP of Sales, Americas

This position is responsible for the sales, marketing and market development of the portfolio of Gaylord Chemical products into the markets and geographies they have been assigned to manage. The individuals will develop new profit opportunities which will result in the company branching into new chemistries along with broadening our current product offerings into new market applications and new geographical locations. The incumbent will be a member of the TechnoMarketing team and provide ideas and recommendations in order to prioritize and determine where to spend limited R&D and sales resources.

RESPONSIBILITIES

- Participate in the TechnoMarketing team. Assist in developing new applications for our current products as well as new products for the company.
- Propose the marketing direction and strategy for his/her area of geography and market segment of responsibility.
- Implements the strategic plan for his/her market segment by developing the necessary tactics and then carries them out in the marketplace.
- Keeps key company personnel informed as to the progress in meeting agreed upon objectives.
- Manages the development and implementation of the following for respective area of responsibility:
 - Segment Marketing Plans
 - Call reports
 - Pricing plans and proposals
 - Training of consultants, distributors and new employees in the respective area of responsibility
- Knows personally the key decision makers at his/her key accounts and has a good understanding of their values as they relate to Gaylord's business products and service.
- Utilize and support formalized sales and market development processes that have been integrated into eChempax; such as samples, technical inquiries, deals, significant correspondence and call reporting.
- Supports and participates in the organization's Continual Improvement Program to comply with ISO 9001 and cGMP requirements by adhering to processes and procedures and working toward achievement of company objectives.

EDUCATION

- Bachelor degree in Science, Engineering, Business Administration, Marketing or closely related field.



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- MBA preferred

SKILLS AND ABILITIES

- Minimum of five (5) years of experience in a sales or marketing role in chemical or manufacturing company
- Excellent oral and written communication skills.
- Thorough understanding of related industries specifically chemicals.

Must be authorized to work for an employer in the USA without current or future restrictions.

To apply, send cover letter and resume to: careers@gaylordchem.com

Gaylord Chemical is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, pregnancy, genetic conditions, status as a protected veteran, or status as a qualified individual with a disability.

