



**KING INDUSTRIES
JOB DESCRIPTION**

Technical Sales Representative-Inside Sales

Working Location- Norwalk, CT

King Industries is actively looking to hire an Inside Technical Sales Representative responsible for performing inside sales. Ideal candidates should have a bachelor's degree in chemistry or chemical engineering, as well as experience selling chemical or technical products, and in communicating with technical staff in a fast-paced environment.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

1. Skills Required:

- Excellent sales skills and commitment to succeed.
- Ability to listen well and ask open ended questions.
- Passionate and committed to contributing to results: lead generation and new sales.
- Highly energetic, self-starter with strong attention to details.
- Problem resolution, and creative thinking skills.
- Ability to multitask and switch focus quickly.
- Desire to learn and develop strong technical product knowledge (we are willing to train)
- Excellent telephone sales personality skills.
- Excellent written and verbal communication skills.
- Organized and focused through daily rituals including action planning and time management.
- Naturally shows initiative and is solution focused.
- Provides strong leadership to achieve sales results.
- Well-presented and articulate.
- Proficient with common computer programs, including Microsoft Office.

2. Education and Experience:

- Bachelor's degree in a technical field, chemistry, or chemical engineering.
- Sales experience is preferred.
- Experience selling chemical or technical products.
- Experience communicating with technical staff.
- Experience in a fast-paced environment.

3. Duties and Responsibilities:

- Maintains relationships with existing, core, and target customers at the required level to ensure the continuance of sales growth and customer satisfaction.
- Identifies and helps with achieving desired sales growth targets.
- Responds promptly to all sales leads, questions and requests from customers and writes call report in a timely manner.
- Engages in technical discussions with customers, sales managers, and technical service specialists.
- Identifies future opportunities with new/existing customers, in conjunction with Sales Manager.
- Follows up on all necessary tasks.
- Participates fully in technical training sessions.
- Identifies decision makers, within customer/prospect organization, in order to start the sales process.
- Maintains and expands the CRM database.

To apply, please submit your cover letter and resume to vcrichardson@kingindustries.com.