



**Posting Date:** February 3, 2020  
**Location:** Dallas, Texas or home office close to a major airport  
**Position:** North America PVOH Sales Account Manager

**Address:** 1501 W. LBJ Freeway, Suite 530, Dallas, TX 75234:

**POSITION SUMMARY:**

The primary responsibility of this position is to direct chemical sales to medium and large sized accounts (accounts up to \$5MM), with total revenue responsibility estimated at \$30 MM. This job requires up to 50% travel within the US and Canada.

- Lead New Business Development in the assigned territory
- Responsible to attain required sales volume, revenue and profitability for assigned accounts
- Execute and support business line strategies and objectives within territory
- Manage the relationship and Negotiate contracts/NDAs with direct customers and distributors
- Quote and negotiate pricing consistent with the guidelines established by the business line
- Forecast and accounts receivable responsibility
- Gathers information on clients (voice of the customer), potential markets and projects
- Continuously monitors competitive activity
- Seeks and fosters opportunities to help generate new business

**QUALIFICATIONS/REQUIREMENTS:**

- Bachelor's degree
- 5 plus years' experience, preferably in chemical manufacturing, marketing or sales environments
- Experience with papermaking, pulp production, wet end chemistry, & tissue considered a plus
- Experience with emulsion polymerization and adhesives considered a plus
- Strong knowledge of chemistry, chemical reactions and processes
- Strong organization and prioritization skills
- Demonstrated customer satisfaction orientation
- Excellent verbal and written communication skills
- Strong computer skills including Microsoft Office
- Ability to travel on a regular basis
- Self-starter

Desirable but not required:

- Bachelor's Degree in Technical Discipline
- Knowledge of PVOH chemistry and market
- Knowledge of paper coating and adhesives industry
- SAP, CRM, BI Experience

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