

JOB DESCRIPTION – PRODUCT SPECIALIST

Company Description

A leader in the heat transfer materials for 30 years, CHEMICA US is recognized for its large and creative line of products, their quality as well as its reliable customer service. With headquarters in Europe and a presence in more than 60 countries, Chemica US develops and sells heat transfer materials for the textile industry. Chemica US is located in Atlanta, GA and works through a network of 30 distributors in North America.

For your information, visit www.chemica.fr

Job Description

Chemica US is seeking an Atlanta based Product Specialist to support its activities, network of 30 distributors in North America and its VP Sales and Marketing.

Responsibilities

- 1- Outside Sales
 - Follow up on existing network of customers in the US, Canada and Mexico
 - Customer visits on a monthly basis to maintain excellent customer service and knowledge of the products and company. Frequent travel (50—60%)
 - Weekly reports to supervisor including customer visits / trips reports
 - New development or improvement propositions on the existing range of products, customer service, marketing tools
 - Establish with supervisor the list of strategic trade shows in the industry to exhibit in, organize booth and presence, as well as attend.
 - Identify potential customers and follow up after trade shows
- 2- Customers 'training
 - Organization and scheduling of trainings and seminars
 - Update company and product presentations
- 3- Back office
 - Answer customers' technical questions
 - Communicate product availability, pricing and sales conditions to customers
 - Handle and follow up on claims
 - Track customers' sales on a quarterly basis and report to supervisor to work on a strategy in order to maintain and boost sales

Requirements of the position

Education

Bachelor degree in Business

Professional experience

2-3 years of B to B sales experience, in an outside sales position

Familiarity with the sign or printing business or in heat transfer materials would be a plus.

Required Skills

- Dynamic, spontaneous, strong problem solving skills
- Initiate taker
- Highly organized with reporting abilities
- Excellent communication skills
- Comfortable with Microsoft Office: Word, Excel & Outlook
- French and Spanish are a plus

Compensation

The compensation includes a competitive salary, benefits and a bonus that will be based on qualitative and quantitative objectives.

Salary will vary with experience and education

Please send resume and cover letter to admin@chemica.fr