



**EXPERIENCED TECHNICAL SALES AND BUSINESS DEVELOPMENT
REPRESENTATIVE NEEDED**

Iofina Chemical, a Covington KY based company, is seeking a hands-on Technical Sales and Business Development Representative. This position will be responsible for the company's, customer portfolios, product marketing, technical resources, and pricing. Must have proven success in technical product marketing with organization > \$15 million and/or proven success in managing sales territory and/or rep organizations. Must have good knowledge of data analysis and KPI's. Candidate should have great communication and presentation skills, and a strong passion for sales. Must have exceptional team building skills. Strong decision making and negotiation skills are necessary. Individual must be able to show discretion and independent judgement. Should be highly organized and possess time management skills. A problem-solving mindset is a must. Strong computer ability with Microsoft Office is also needed.

Additional requirements include a strong technical aptitude, strong industrial and technical B2B sales and marketing skills. Must be able to travel up to 50% of the time.

A bachelor's degree required; MBA preferred. A minimum of 3 years in field sales with a manufacturer; specialty chemicals preferred. Specialty chemical technical skills are required.

Our company offers, medical, dental; voluntary vision benefits; company paid life insurance, short-term and long-term disability; and a company matched 401k program.

Please submit resume and salary requirements to:

humanresources@iofina.com