

Comment: Independent Chemical Corporation, listed as one of the Top 100 Chemical Distributors in North America, seeks several individuals to join our Sales Team. We kindly request that you post the following three openings at Independent Chemical Corporation on your website and any other written communication to your members regarding career opportunities.

Thank you!

Frank Iacopelli

Outside Sales Representative - Chemical Sales - NY/Southern CT

Description:

Independent Chemical Corporation, listed as one of the Top 100 Chemical Distributors in North America, seeks an individual to join our Sales Team. The position requires selling a range of specialty chemical products to various industries throughout the Southern CT and NY metro region, including Long Island. Typical client industries include adhesives, paint & coatings, detergents, environmental remediation, fertilizers, food, household & industrial cleaning, lubricants, pharma, textiles, water treatment and more.

Because this role requires visits and relationship-building, the position will likely travel 2-3 weeks per month with local travel home each night. The salesperson will call on some current accounts but be paid primarily for new business. This role will include finding new accounts, determining products to offer and price, developing new product offerings to meet customers' needs, and managing the pricing and relationship while our office handles the logistics.

As an ISO 9001 certified company, we have built the region's best reputation for on-time delivery, and high-quality products and services. The position will be based out of home office when not traveling and turn in weekly activity reports, highlighting sales success, accounts, and efforts in progress towards sales. Monthly visits to Glendale, NY office for training and sales lead validation required.

Requirements:

- Bachelor's degree in chemistry, engineering, or similar science
- 5+ years in business-to-business sales within the territory, preferably in chemical sales
- Can demonstrate goal-oriented business-to-business sales performance and success
- Can learn new and varied product lines and their applications in the chemical industry
- Must be personable and easily connect with customers
- Must live in NY tri-state region
- Must have right to work in the USA, a driver's license and a car

Company Overview:

For nearly 70 years, Independent Chemical has supported industries including food, nutrition, cosmetics, pharmaceutical, textile, paint, coatings, adhesives and environmental services. We store and distribute, across the USA, a full range of chemical ingredients to allow these manufacturers to maximize value, performance, and safety, and employ a range of positions from truck drivers and warehouse staff to customer service, sales, accounting and more.

Cosmetics & Personal Care Ingredients Sales - NY/NJ/Southern CT

Description:

Independent Chemical Corporation, listed as one of the Top 100 Chemical Distributors in North America, seeks an individual to join our Sales Team to sell a range of ingredients and products to the Cosmetics and Personal Care Industry. The territory consists of New Jersey, southern CT, and the NY metropolitan area, including Long Island.

Because this role requires visits and relationship-building, the position will likely travel 2-3 weeks per month with local travel home each night. The salesperson will call on some current accounts but be paid primarily for new business. This role will include finding new accounts, determining products to offer and price, developing new product offerings to meet customers' needs, and managing the pricing and relationship while our office handles the logistics.

As an ISO 9001 certified company, we have built the region's best reputation for on-time delivery, and high-quality products and services. The position will be based out of home office when not traveling and turn in weekly activity reports, highlighting sales success, accounts, and efforts in progress towards sales. Monthly visits to Glendale, NY office for training and sales lead validation required.

Requirements:

- Bachelor's degree in chemistry, biology, engineering, or similar science
- 5+ years in business-to-business sales within the territory, preferably in chemical sales
- Can demonstrate goal-oriented business-to-business sales performance and success
- Can learn new and varied product lines and their applications in the cosmetics and personal care industry
- Must be personable and easily connect with customers
- Must live in NY tri-state region
- Must have right to work in the USA, a driver's license and a car

Company Overview:

For nearly 70 years, Independent Chemical has supported industries including food, nutrition, cosmetics, pharmaceutical, textile, paint, coatings, adhesives and environmental services. We store and distribute,

across the USA, a full range of chemical ingredients to allow these manufacturers to maximize value, performance, and safety, and employ a range of positions from truck drivers and warehouse staff to customer service, sales, accounting and more.

Outside Sales Representative - Chemical Sales / NJ / PA

Description:

Independent Chemical Corporation, listed as one of the Top 100 Chemical Distributors in North America, seeks an individual to join our Sales Team. The position requires selling a range of specialty chemical products to various industries throughout Southern New Jersey/Pennsylvania region, including adhesives, coatings, detergents, environmental remediation, fertilizers, food, household & industrial cleaning, lubricants, pharmaceuticals, textiles, water treatment and more.

Because this role requires visits and relationship-building, the position will likely travel 2-3 weeks per month with local travel home each night. The salesperson will call on some current accounts but be paid primarily for new business. This role will include finding new accounts, determining products to offer and price, developing new product offerings to meet customers' needs, and managing the pricing and relationship while our office handles the logistics.

As an ISO 9001 certified company, we have built the region's best reputation for on-time delivery, and high-quality products and services. The position will be based out of home office when not traveling and turn in weekly activity reports, highlighting sales success, accounts, and efforts in progress towards sales. Monthly visits to Glendale, NY office for training and sales lead validation required.

Requirements:

- Bachelor's degree in chemistry, engineering, or similar science
- 5+ years in business-to-business sales within the territory, preferably in chemical sales
- Can demonstrate goal-oriented business-to-business sales performance and success
- Can learn new and varied product lines and their applications in the chemical industry
- Must be personable and easily connect with customers
- Must live in NY/NJ/PA region
- Must have right to work in the USA, a driver's license and a car

Company Overview:

For nearly 70 years, Independent Chemical has supported industries including food, nutrition, cosmetics, pharmaceutical, textile, paint, coatings, adhesives and environmental services. We store and distribute, across the USA, a full range of chemical ingredients to allow these manufacturers to maximize value, performance, and safety, and employ a range of positions from truck drivers and warehouse staff to customer service, sales, accounting and more.

Qualified candidates should submit their resume and cover letter indicating salary requirements to:

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Good chemistry for over 65 years

Website: <https://www.IndependentChemical.com>
Corporate video: <https://player.vimeo.com/video/219786952>