



The Jet Pulverizer Company

1255 N. Church Street

Moorestown, NJ 08057-1166

(856)235-5554 Fax (856)778-7712 www.jetpulverizer.com

Regional Sales Manager

Jet Pulverizer is looking for a technically confident and problem solving focused Regional Sales Manager with the ability to take our existing account base and grow it. Ideal candidate will reside in the Philadelphia, PA area.

What you will do:

- Direct Account Selling to Large and mid-sized Enterprises.
- Engage in New Account acquisition focusing on chemical, pharmaceutical, cosmetic, 3d Printing and raw materials companies.
- Meet with key customers and decision makers to develop effective relationships. Be an end-user resource to help develop solutions.
- Meet assigned targets for profitable sales volume and strategic objectives in assigned accounts.
- Proactively assess, clarify, and validate customer needs on an ongoing basis.
- Lead solution development efforts that best address end-user needs.
- Provide regular updates to senior management on status and performance of customer accounts within the territory.
- Perform other duties as assigned.

Basic Qualifications:

- Bachelor's degree from four-year College or University with emphasis in Business, Chemical Engineering; or equivalent combination of education and experience.
- A minimum of 5 years inside or outside sales experience
- Project management skills including planning, organizing, and coordinating tasks.
- Computer proficient with knowledge of Microsoft Office products (Word/Excel/Outlook/PowerPoint), experience with Customer Relationship Management software preferred.
- Effective oral and written communication skills with the ability to provide information across multiple groups in the Company including Finance, Engineering, Marketing, and Sales.
- Strong organizational and planning skills and the ability to work independently.
- Ability to travel up to 50-75%.

Ideal candidate will also have:

- Passion for problem solving for customers.
- Thriving in ambiguity and multitasking.
- Established network within chemical, powder and/or pharmaceutical markets
- Ability to communicate effectively with end-users and decision makers to provide milling and particle size reduction solutions

Work environment is fast paced and priorities can shift quickly. All employees are expected to go outside their primary responsibilities when required and multi-task job duties on a regular basis. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.