



## ACCOUNT EXECUTIVE

Consultative technical inside-sales positions with established 40-year old industry leader. Business to business sales of extensive product line focusing on environmental air filtration relative to industrial finishing in worldwide market. All technical, sales, and product training is provided. Benefits package with incentives. Starting base salary:\$35,000 with first year earnings potential of up to \$39,000 base on quarterly performance goals plus commissions, incentives, perks. Comprehensive Benefits Package Including: Health, Dental, Vision, matching 401k, Paid Vacations, Flexible Personal/Sick Days, Health Club Membership. Only 25 miles from downtown Chicago.

### ***Requirements:***

Bachelor's Degree from 4-Year Accredited College or University  
Strong Oral Communication Skills  
Strong Written Skills  
Basic Computer Skills (Word Processing, Windows)  
Long Term Commitment  
Highly Motivated

### ***Correspondence:***

Chemco Manufacturing Company, Inc.

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Northbrook, IL 60062

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Fax:800-336-7706

Check us out at: [www.chemcomfg.com](http://www.chemcomfg.com)

Apply by Fax, Email, or Mail: Jim Slavin

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## **JOB DESCRIPTION**

### **JOB TITLE: Account Executive**

**GOAL:** To develop an extensive account base consisting entirely of industrial customers that practice finishing/coating in their manufacturing process. This base may consist of any range of accounts with no restrictive territory.

### **DUTIES:**

- a. Account executive's (AE) are responsible for building a diverse base of industrial accounts focusing on Chemco's extensive line of filtration and safety products.
- b. Chemco provides all the necessary equipment and technology to ensure the AE meets their goals.
- c. Product training is held at the beginning of the AE's career and supplemented with periodic refresher sessions throughout the AE's career. This includes any new products as they are developed and launched.
- d. Chemco provides all leads.
- e. Besides establishing new customers, the AE is also responsible for following up with other products within the Chemco line and maintaining a long-term relationship with all accounts.
- f. Chemco will provide extensive sale training techniques including the use of inside and outside resources. AE's are also encouraged to develop their sales skills on their own.
- g. Each AE has the opportunity to develop their own method of file maintenance. This includes callback schedules, rotation of dormant accounts, and updating account qualification information.
- h. Chemco provides a full-time customer service/sales support department. All AE's are encouraged to work with this department to better serve Chemco customers. The sales support department will assist, among other duties, with correspondence, file maintenance, order processing, shipment tracking, etc.
- i. AE's are invited to attend various trade-shows depending upon their schedule and aptitude towards certain product lines.

### **GENERAL:**

Chemco provides a casual sales atmosphere and encourages personal growth for all employees. Chemco was established over 40 years ago and has seen considerable growth each year. At Chemco we pride ourselves on our unconditional product guarantee and our desire to develop lasting relationships with not only our customers, but our employees as well. Chemco consistently invests in our sales team and promotes an atmosphere conducive to long-term career-oriented sales professionals.

### **ADDITIONAL INFORMATION:**

- **Average Number of Years of Employment for Current Sales Force:** 8.4 (*Longest Current Employment: 17 years; Shortest Current Employment: 2 years*)
- **Number of Sales Representatives:** 10
- **Number of office employees:** 19
- **Warehouse Locations:** Northbrook
- **Number of Worldwide Customers:** 6600
- **Key Markets:** Liquid & Powder Coating Industrial Finishing, Air Filtration, Dust Collection
- **Number of years in Northbrook, IL:** 19
- **Number of Full-time Customer Service Representatives:** 4

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