

Do you want to be a part of a dynamic, high-growth sales culture? Do you want to leverage your sales talent to maximize your income? Join Chemstar Corporation.

As the first name in food safety, Chemstar Corporation understands that it's not just about keeping premises clean, it's about keeping brands spotless.

For more than 25 years, Chemstar Corporation has been providing comprehensive, Food Safety, Sanitation, and Hygiene solutions for companies worldwide in industries such as retail supermarkets, food service, restaurants, hospitality, food processing, and healthcare institutions.

Food safety is all we do. We do it better than anyone. We help organizations run clean, safe, and efficient operations by providing best-in-class sanitation chemical products and equipment coupled with unmatched service excellence. Companies that experience the Chemstar way, become life-long partners.

If you are a driven, aggressive sales professional with a history of overachieving, we'd like to speak to you.

The Opportunity

We're looking for sales professionals who want the challenge of creating demand for our services and selling and closing business in newly defined territories and markets. You'll have the opportunity to:

- Leverage your skills as a sales professional to scope, define and implement effective sales plans for your assigned territory or market.
- Use your sales skills to prospect, develop and close opportunities in your assigned territory or market.
- Participate in an aggressive, highly-leveraged compensation plan with no ceiling for earnings other than your own effort.
- Work directly with client accounts throughout their lifecycle including contract negotiation, deployment of our services, and up-sell / cross-sell opportunities.
- Provide regular feedback regarding the sales cycle, customer experience, customer needs, marketing programs, industry trends and competitive threats for our growing business.
- Make a contribution to a dynamic and energized company.

The Qualifications

- I. You must be a high-energy, high-character, entrepreneurial sales professional with an unwavering commitment to excellence for yourself, the customer, your employer. Professional image along with extraordinary organization, leadership, and presentation skills are a must in this business.

2. You must be passionate, self-starting, and resourceful with a willingness to work as a part of a small, growing team. This is a fast-paced industry and environment; therefore you must be self-managed and adaptable to change and growth.
3. You must have a successful track record (minimum of 5-10 years) selling in a solution-oriented, products and services, long-term contract model. You must be able to prove that you have consistently exceeded individual goals. This track record should include performance as a hunter / demand creator in new territories (not as an account manager or care-taker).
4. You must be assertive with exceptional communication, relationship, and networking skills. You must have an executive presence and be politically savvy to lead a team-based, complex sale.
5. You should be comfortable with (and desire) an aggressive, highly-leveraged compensation plan with no ceiling for earnings other than your own effort.
6. You should be comfortable following a consistent team-based process and methodology for winning new business - with a sales cycle that could last 4-15 months depending on the size and duration of the contract.
7. You must be detail-oriented and extremely well-skilled at all Microsoft Office suite of tools (PowerPoint, Excel, Word, Outlook, etc.). You must be comfortable working with Customer Relationship Management (CRM) / Sales Force Automation (SFA) tools on a daily basis.
8. A Bachelors Degree or equivalent with 5-10 years of outside sales experience is required. Experience in specialty chemicals, outsourcing, selling into Food Service, Food Manufacturing, Grocery, Restaurants, Hospitality, Healthcare, Education, Institutional, etc. is a major plus.
9. The position is Atlanta-Based. Relocation is not offered.
10. You must be willing to travel 40%+ into your territory.
11. We like fun people with a good sense of humor and a lot of enthusiasm, energy, and intelligence – just so you know.

We take these qualifications very seriously. Candidates that meet 100% of these qualifications should submit the following to careers@chemstarcorp.com:

- An introductory letter describing how you meet 100% of these qualifications and why you believe this is the career for you.
- A Resume including performance and income history.
- References to be contacted.

Candidates that are lacking in any of these qualifications need not apply. Chemstar Corporation is an equal opportunity employer. Contact us at:

Careers@chemstarcorp.com

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Keeping your premises clean...and your brand spotless!