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Business Development Representative (Midwest)

Organic Dyes & Pigments LLC (ORCO) is seeking an aggressive, driven and enterprising sales professional to be based remotely and cover the Midwest US. ORCO is a provider of colorant and specialty chemical solutions to a global industrial audience. Our 75 year history has positioned ORCO as a trusted and valued solutions provider to a broad industry base spanning Construction, Coatings, Textile, Agriculture, HI&I, and many other applications.

The ideal candidate possesses knowledge of colorants and/or specialty chemicals and their applications. A demonstrated passion for opening and developing new business opportunities through lead generation, qualification, relationship building, and delivering customer value and satisfaction is a must. The candidate is supported by a deep and knowledgeable team of technical, operations and process experts continually supported by strategic hiring. Assumption of responsibility for an existing book of business will balance the execution of an aggressive growth strategy through new account acquisition.

The candidate should have experience with CRM-based sales accountability, in addition to proficiency in the MS Office suite of software. Candidates must also possess strong organizational and communication skills, business acumen, be relationship and results driven, display a professional presence and display a capacity for innovative thinking. Territory travel as appropriate.

A four-year college degree in a technical field or other degree field with relevant experience is required. Minimum 5 years sales experience (required) in industrial, chemical, or color products (preferred).

Compensation is based on experience and consists of a combination of base salary and incentive bonus tied to achievement of existing and new growth objectives. We offer an automobile allowance, 401K plan, medical and dental coverage.

Inquiries, cover letters and resumes should be submitted to: hr@organicdye.com
Equal Opportunity Employer EOE M/F/D/V