

Sales Account Manager

Sorbent Technologies, Inc. is seeking an ambitious Sales Account Manager with a chemistry background, an entrepreneurial spirit and exceptional communication skills to expand our growing market share in the chromatography industry. This is an excellent opportunity for the right sales person to grow within a fun, collegial atmosphere and work with a fantastic team of motivated professionals. We believe that attitude is everything and we offer an environment where opportunities for growth and progress are boundless. Bring a willingness to consistently work hard and we'll provide you with the training and background that will propel you forward in your business career.

Sorbent Technologies is an innovative specialty chemical company, supplying laboratory products to universities, industry (pharmaceutical, biotech, chemical), and government laboratories. We have been in business for 16 years and are known in our industry for our excellent customer service and quality products that have been instrumental in drug discovery and other scientific advancements.

Location: Norcross, GA 30071

Sales Account Manager's responsibilities include:

1. Telephone sales and customer support
2. Manage and maintain existing accounts as well as develop new accounts, prospecting
3. Introduce new products to existing accounts
4. Attend trade shows
5. Some onsite customer visits

Job Requirements:

1. Must have a degree in chemistry (or chemistry related degree)
2. Working knowledge in chromatography a plus
3. Experience in laboratory product sales a plus
4. Inside telemarketing and outside sales experience
5. Computer Literacy: CRM, Microsoft Office, Outlook, and Internet
6. Excellent verbal and communication skills
7. Must be able to type quickly
8. Superior work ethic, self-motivated, organized, and a team player

Job Criteria:

Start Date: Immediate opening

Position Type: Full-Time Permanent

Job Benefits:

Health Insurance, Life Insurance, Long Term Disability Insurance, Paid Holidays, Vacations, Casual Dress, Monday-Friday daytime hours

Contact: Marc Perla, jobs@sorbtech.com

Sorbent Technologies Inc. is committed to ensuring equal employment opportunity. All employment decisions, policies and practices are in accordance with applicable federal, state and local anti-discrimination laws.