

Job Vacancy: Sales Representative
Job Status: Full-Time
Company: Rar Resin
Location: Lebanon
Website: www.rarresin.com

- Service existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Focus on sales efforts by studying existing and potential clients.
- Submit orders by referring to price lists and product literature.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provide historical records by maintaining records on area and customer sales.
- Contribute to team effort by accomplishing related results as needed.

Requirements:

- BS or MS in Chemistry
- Minimum 3 years' experience in sales
- Strong communication and interpersonal skills
- Possess credibility in the presence of the client
- Problem solver