



SENIOR SALES MANAGER

Dover Chemical Corporation, is a leading producer of specialty chemicals including alkylphenols, chlorinated paraffins, polymer additives, liquid and solid antioxidants (including organophosphites), flame retardants, additives for water-based and oil-based metalworking fluids and drilling fluid additives. We provide chemical specialty products, specifically chemical additives, to our customers around the world who make products that are useful in everyday life. Our products help to improve a wide variety of materials, including fuels, metalworking materials, and polymers for use in industrial and household applications.

Dover Chemical (DCC) is a subsidiary of [ICC Industries Inc.](#), headquartered in New York City, a leader for over 50 years in the international and domestic trading, manufacture, and marketing of chemicals, plastics, and pharmaceuticals. Dover Chemical is proud to have earned ISO9001:2015 certification. We join other members and partners of the American Chemistry Council in our dedication to the principles of Responsible Care®, including product stewardship, community awareness, emergency response, pollution prevention, process safety, distribution, and employee health & safety.

SUMMARY- Senior Sales Manager:

- Primarily responsible for maintaining and expanding the business relationship and service to selected key U.S. accounts (current and prospective), preferably that are of great strategic significance to DCC and impact the on-going vitality of the business.
- The focal point for the coordination of sales and marketing activities of selected customers.
- Gain a thorough understanding of key customers and serves to understand the customer's demands, plan how to meet those demands, and generate sales and gross margin for DCC as a result.
- Represents the entire range of DCC products, while leading the customer account planning cycle and exceeding customer's needs.
- Principal liaison between DCC and the customer's Global facilities identifying their product needs and the products available to service those needs.
- Interacts with respective DCC colleagues globally (Europe, Asia, South America, Mexico, etc.) to ensure alignment and synergy with assigned accounts.

Education and Experience:

- BS degree, preferably in Chemistry, Biology, Chemical Engineering, or Petroleum Engineering.
- 10-15 years' experience preferred in the Oilfield, Chemical, Lubricant & Fuel Additive, Petrochemical or Refining industries with direct one-on-one outside customer sales and account management responsibility.

Business and Technical Knowledge:

- Experience developing and executing strategic sales plans and market analysis.
- Understands chemical manufacturing capability; forward and backward integration concepts and value.
- Broad understanding of business issues, metrics, organizational linkages, customer value, competitive activities and product development on the horizon, and specialty chemical market / industry trends and regulatory factors that may influence business sustainability.
- Successful record of accomplishment managing critical business relationships domestically and abroad.
- Experience with sales elements of ERP commercial systems is a plus.
- Must be professional, ethical, results and business-oriented with a strong work ethic and the experience to grow existing customers and to aggressively develop prospective customers through face-to-face selling.

Work Skills and Abilities:

- Ability to influence and develop high-level relationships (both internal and external).
- Fluent in chemistry, chemical concepts, and chemical application in the industry served.
- Must be able to work independently and manage his/her work time efficiently and effectively.
- Home office base is required.
- Ability and willingness to travel significantly within assigned territory. Overnight travel expected.
- Domestic travel via personal automobile and commercial air transportation is required. Some international travel may be required.
- Valid driver's license is required.
- Microsoft Office, Excel and Power Point proficiency is required.

Competitive Benefits

Medical, prescription, dental, company paid life insurance, bonus potential, matching 401 (k), vacation, 11 paid holidays.

Salary will be commensurate with education, training, and background experience. Email resumes to

resumes@doverchem.com Enter in subject line **Senior Sales Manager**

NO VISA SPONSORSHIPS - Principals only; no recruiter calls or emails to employer.

Equal Opportunity Employer M/F/D/V