



JARCHEM INDUSTRIES, INC.

An ISO 9001:2015 Company

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Sales Development Representative

Jarchem is a leading manufacturer and global supplier of functional, consumer conscious and environmentally-friendly ingredients from plant, mineral and fermentation sources. Our products are raw materials for industries such as Personal Care, Home Industrial & Institutional Cleaning, Food & Beverage, Metalworking, and many more. Since 1978, Jarchem has led the industry with a strong focus on innovation and with custom & confidential work to give clients an advantage in the marketplace.

Position Summary

The qualified candidate would be responsible for developing a strategic, research-based approach to seeking out and qualifying prospects. The role also handles the initial stages of the sales cycle for inbound leads that come in through Jarchem's marketing efforts. The Sales Development Representative is accountable for identifying, contacting, and qualifying leads through the use of questioning strategies that lead to a prospect's true pain. In addition, the SDR is also responsible for following up on previous prospecting activity.

The qualified candidate will be trained on and then expected to apply a mix of strategic and tactical questioning strategies in a business-to-business selling environment. The role focuses on identifying, contacting, qualifying and disqualifying prospects. Qualified prospects will then become targets for the Sales Development Representative to penetrate and acquire as a customer. Being sales and performance driven with dedication to growing Jarchem's customer base will be critical to the success of the individual.

Responsibilities

- Responds, engages, and qualifies inbound leads and inquiries.
- Identifies prospects through research and review of market information.
- Cold calls into prospects generated by variety of outside sources.
- Contacts, builds a rapport with, and qualifies or disqualifies prospects.
- Applies questioning strategies in order to gather information that is critical in qualifying or disqualifying prospects and identifying opportunities.
- Engages current users to expand awareness, educate, ask for referrals, identify new opportunities, and develop account intelligence.
- Schedules conference calls or demonstrations with prospects and will present alongside a Technical Sales Representative at these meetings.
- Manages pipeline and opportunity funnel proactively.
- Identifies key individuals and pains, researches and obtains business requirements, and presents solutions to start the sales cycle.
- Understands customer objectives, needs, and profitability drivers.
- Cross sells prospects and customers with greater potential into larger sales.
- Ensure successful follow through of sales cycle by maintaining accurate activity and lead qualification information in CRM application
- Collaborates with sales and marketing team members on strategic sales approach.
- Stays up-to-date and informed on market, industry, and regulatory issues.
- Participates in tradeshows and networking events.

Qualifications:

- BS in Sales, Marketing, or science-related degree (Biology, Chemistry) with an interest in Sales.
- Capability of understanding customer pain points, requirements and correlating potential business to value that can be provided by Jarchem and Jarchem products.
- Ability to manage projects in a cross functional environment
- Strong and professional communication skills, ability to create and give presentations, and communicate marketing and technical information to a broad audience.
- Promotes a strong sense of urgency for reaching goals and key deliverables. Acts without being told what to do. Brings new ideas to the company.