

Business Development Specialist (Chemicals)

ETP is looking to hire a **Business Development Specialist** with experience in the chemical, fuel, or fleet sales industry to join a well-established, reputable growing organization in the Midwest. This individual will play a critical role in the company's sales and marketing efforts by providing technical sales expertise to customers in the fuel industry. This position is critical to reaching corporate sales goals over the next 3-5 years.

Responsibilities include

- Develop new business by working with prospective customers and helping them recognize the benefits of doing business with ETP.
- The candidate should have a basic knowledge level of the fuel industry to advise customers of current issues and our solutions. External customer satisfaction is a fundamental requirement in this role!
- Identify prospects by researching the market, understanding potential customer needs, identify key stakeholders in those organizations, and build professional relationships of value.
- Develop a deep understanding of our company's position in the refined fuel industry by working closely with internal experts to fully understand our processes and capabilities. Understand how internal expertise creates external opportunities and pursue new business based off that.
- Contact prospects directly by phone, email and on-site visits; Present solutions to key stakeholder/decision-makers once their needs are shared and match our capabilities. This is a sales role expectation are to actively prospect consistently on an annual basis.
- Keep up with industry changes and stay active in local PMA organizations.
- Manage the current territory book of business by creating professional relationships to help customers grow their business.

Qualifications

- 4-year degree in business, marketing, sales, communications, or related field preferred.
- 1-3 years' experience in a sales position required or internship experience an education combination
- Strong computer skills, including proficiency with CRM, Excel, and Power Point software
- Experience and knowledge of the chemical or fuel/fleet industry market a plus.
- Outstanding communication and presentation skills with the ability to analyze new opportunities and quickly identify how they fit our sales process and manufacturing capabilities.
- Willing to travel within the territory 60% of the time, a valid driver license required

This is a terrific opportunity with a well-established, and growing organization located in the Midwest. It tends to be a longer sales cycle, so the position is commission-based plus offers a base salary structure and benefits.