**Technical Sales Specialist**

**Position Overview:** Enzyme Development Corporation is seeking a highly motivated and experienced Technical Sales Specialist to join our team. The ideal candidate will have a strong understanding of the food enzymes market and a proven track record of success in B2B sales. The Technical Sales Specialist will be responsible for managing and growing our customer relationships in the Midwest territory, as well as developing and executing short- and long-term sales strategies.

**Main Responsibilities**

* Manage and grow customer relationships in the Midwest territory.
  + Cultivate relationships with existing customers and identify opportunities to upsell and cross-sell products and services.
  + Identify and develop new customers in the dairy, nutrition, baking, brewing, pet food, and other specialty food industries.
  + Consistently meet or exceed sales goals.
* Develop and execute short- and long-term sales strategies.
  + Conduct market research to identify new trends and opportunities.
  + Develop and implement sales plans that align with the company's overall business goals.
  + Track and analyze sales data to identify areas for improvement.
* Provide technical advice to PD, food scientists, and R&D at potential and existing customers.
  + Understand the technical aspects of the company's products and services.
  + Provide clear and concise technical information to customers.
  + Collaborate with PD, food scientists, and R&D to develop new products and applications.
  + Determine what enzymes may benefit the customers applications and arrange for them to receive samples.
* Manage all aspects of the sales process.
  + Generate leads.
  + Qualify prospects.
  + Close deals.
  + Provide post-sale support.
* Provide forecasts for inventory planning and production teams.
  + Track sales data and forecast future demand.
  + Communicate with customers to get estimates of their annual requirements.
* Maintain and update account information, call reports, and possible opportunities.
  + Enter and update customer information in the files.
  + Prepare call reports and other sales documentation.
  + Track possible opportunities and follow up as needed.

**Qualifications**

* Education
  + Bachelor's degree in chemistry, biology, biochemistry, chemical engineering, food science, or another scientific field.
* Experience
  + 5+ years of technical sales experience in the food industry
  + 10+ years of total work experience.
  + Experience working with customers one-on-one to support troubleshooting processing, logistics, and sales challenges.
* Travel
  + Must be comfortable meeting with customers in-person
  + Ability to travel in the USA and Canada for trade shows, sales calls, and meetings - approximately 30 to 50% of the time.
  + Other International Travel may be required as a future job requirement.
* Skills and Abilities
  + Excellent verbal, written, and telephone communication skills.
  + Interpersonal skills: Able to interact effectively with people at all levels of an organization, from owners and senior management to operational staff.
  + Adaptability: Open-minded and able to perform a wide variety of tasks, even when demands change. Can manage conflict effectively.
  + Self-motivation: Takes initiative and follows through on tasks without being prompted or closely supervised.
  + Proficiency with Microsoft Office programs.
  + State-issued driver’s license and clean driving record are required.
  + Has a home office in the Midwest and can work remotely and independently.
  + Must be located near a major airport and able to travel as needed.