Outside Sales Representative - Univar Environmental Sciences

It starts with great chemistry.

As a valued, Univar employee, you understand that Univar is more than a distribution company – we’re a leading, global partner dedicated to improving quality of life for our customers through the products, expertise, and relationships that serve the world’s most essential industries.

Creating great chemistry is not just about the innovative products and services we safely deliver to customers around the world. It also takes people – people like you – and today, our worldwide team of more than 8,000 employees is helping build a company where the best people want to work. We’re thrilled that you are exploring opportunities where your actions will make a positive difference every day. We look forward to building a strong future together.

Role Purpose:

- Builds profitable sales in an assigned territory through additional sales with current customers and demonstrates commitment to prospecting and new business development.
- Employs a consultative sales approach that focuses on building a long term, value-based relationship with accounts, penetrating them for further business and maximizing the margin they create while reducing the time and costs in managing them.

Responsibilities:

- Enhance Univar’s position within each account using consultative and in-depth selling at all levels within the account
- Prospect for new business; conduct sales calls and actively grow the size of the territory
- Maintain a clear updated view of your sales pipeline
- Grow size of territory in accordance with Univar targets
- Focus on customer retention and improvement in overall customer satisfaction
- Provide customer technical support and consultant services to increase our overall value to the customer
- Responsible for setting pricing and service levels, as well as maintaining and coordinating customer quotations or providing necessary information to allow local branches to do so
- Responsible for coordination with Local Sales, Purchasing, and Operations to insure proper inventory levels and overall customer satisfaction
- Communicate clearly as needed to insure local Univar employees and customer contacts are aware of account activity and any actions required to successfully service the customer
- Serve as initial contact for international chemical distribution opportunities
- Build effective customer relationships through business calls and effective communication
- Commitment to safety, both personal and for all colleagues

Qualifications:

Experience:

- 1 - 5 years of experience in an outside sales position with a proven track record of success
- Bachelor’s degree preferred
- Newly professionally qualified in a specific field, or possessing extensive experience in a complex technical area
- Demonstrated ability to cultivate an extensive network of contacts
- Demonstrated experience as both an effective leader and team player
- Pest control sales or agricultural sales experience is a plus
Knowledge and Skills:

- Strong inter-personal and communication skills and the ability to develop strong, successful business relationships with customers as well as internal teammates
- Strong competitive sales drive, adaptability, and perseverance required
- Excellent computer skills including MS Outlook, Word, and PowerPoint as well as CRM platforms such as Salesforce.com
- Ability to manage time and resources effectively in order to achieve goals
- Strong business acumen, including an understand of the business relationship between manufacturers, distributors and end-users of chemical products and services
- Well-honed listening skills and a problem-solving attitude to uncover needs and motivations to overcome objections in order to close a sale
- Effective negotiation skills that allow Univar to realize appropriate value for products and services, rather than resorting to price-based selling

Benefits:

- We offer comprehensive benefits to full time and part time employees including medical, dental, STD, LTD and life insurance, 401k (matching contribution + retirement contribution), generous vacation and sick leave and much more
- Company truck / fuel card / insurance / expense card / cell phone / etc.

Compensation:

- Salary of approx. $60k / yr + quarterly commissions

Location:

- Based out of Oxnard, CA
- Territory spans from Northern Los Angeles, Ventura, Santa Barbara, & San Luis Obispo

To Apply:

- Please send resume and cover letter to chris.white@univar.com

Univar is an equal opportunity employer. All qualified applicants will receive consideration for employment and will not be discriminated against based on their race, gender, sexual orientation, gender identity, religion, national origin, age, disability, veteran status, or other protected classification.