



Territory Manager - West Coast (CA, UT, NV, ID, AZ, WA, OR, NM, CO)

We are The International Group, Inc., the largest, independent manufacturer and blender of petroleum based waxes in North America. We operate several production sites across the US and Canada and currently have an opportunity for an experienced technical salesperson in our B2B environment.

Working from your home office you will identify, negotiate and close new opportunities for our products within target markets in CA, UT, NV, ID, AZ, WA, OR, NM, CO. The successful applicant will drive efforts at account support and growth, translate customer needs into revenue and build satisfaction at accounts. Prospecting new business, price negotiations and interpreting market intelligence are all part of this role.

This position requires an individual willing to do extensive travel throughout the west coast (up to 60%), with a degree in Chemistry, Engineering, Business or equivalent, and a minimum of five years' experience in technical sales. Account planning, networking, communication, presentation and software skills are given for this individual. Experience servicing accounts in packaging, candle, home fragrance, personal care a definite asset.

We offer a comprehensive compensation package and ask for qualified individuals to forward their resume to humanresources@iqiwax.com for our consideration. We thank you in advance for your interest in The International Group, Inc., but regret that only those candidates selected for an interview will be contacted.