

*At Lonza, we invest in great people. We encourage our employees to challenge themselves and we offer an environment that fosters creativity and success. Headquartered in Basel, Switzerland, we operate production, R&D, and business sites around the world, including Europe, North America, and Asia.*

***Our vision:***

*We strive to be the leading supplier using science and technology to improve the quality of life.*

***Our mission:***

*We work with passion, using advanced technologies, to transform life science into new possibilities for our customers.*

***Do you want to help us as we shape the future of this great organization?***

## **Job Description Summary**

The primary purpose of this position is to manage sales accounts and sales growth initiatives for an assigned sales region for the Wood Protection business. Key responsibilities are the identification, definition, development, and implementation of sales growth strategies through (1) cost management, (2) market penetration, (3) new product development, (4) market development, and (5) diversification.

## **Job Description**

- Manage strategic relationships/partnerships with customers in the wood protection industry.
- Develop a tactical sales plan for assigned region and key accounts ensuring annual sales objectives are achieved. Utilize Salesforce.com to track business leads and develop call reports.

- Provide analysis of market opportunities and assist research teams in the development of new products or expansion of current product applications. Research and provide field data as required to justify product development decisions.
- Participates in the development and delivery of technical, safety, and product stewardship training programs offered to clients and prospects. Identify corrective action/tactics to avoid inefficiencies.
- Bachelor's Degree in Business or industry related field (Preferred area of study: chemistry, forestry, chemical engineering)
- 5 + years of sales experience - wood protection industry preferred.
- Thorough working knowledge of one or more major product categories such as copper-based preservatives, boron preservatives, LOSP's, fire retardants, and anti-sapstains is required.
- Excellent written and verbal communication skills.
- Strong interpersonal skills.
- Ability to establish and maintain key relationships with potential clients, customers, and networks within the wood protection industry.

\*Ideal candidate would be located in the following states: Virginia, Pennsylvania, or Maryland.

An Equal Opportunity Employer

M/F/Disability/Veteran

### **Responsibilities**

- Manage strategic relationships/partnerships with customers in the wood protection industry.
- Develop a tactical sales plan for assigned region and key accounts ensuring annual sales objectives are achieved.
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- Provide analysis of market opportunities and assist research teams in the development of new products or expansion of current product applications.
- Research and provide field data as required to justify product development decisions.
- Participates in the development and delivery of technical, safety, and product stewardship training programs offered to clients and prospects. Identify corrective action/tactics to avoid inefficiencies.

## **Education**

Bachelors: Business Administration/Management (Preferred)

## **Work Experience**

Sales (Intermediate)

Lonza is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, status as a qualified individual with disability, protected veteran status, or any other characteristic protected by law.

**Lonza. The place to Go, Stay and Grow.**