

Sales Representative (Internal)

Position Information:

Job Title: Sales Representative

Location: On-site at headquarters

Experience: 5+ years of experience in sales, preferably in the chemical or batch manufacturing industry

About the Company

Volatile Free, Inc. (VFI) is a family-owned manufacturer based in the Midwest, established in 1995. Renowned for custom-formulating high-performance thermoset polymers, VFI serves some of the most innovative companies in America. The company prides itself on providing accurate properties, consistent batching, and technical insight from its knowledgeable lab staff and technicians. At the forefront, VFI is a customer-driven company committed to providing exceptional service to businesses of all sizes, with a focus on supporting small to medium size companies. VFI's team includes formulation chemists, quality control administrators, batching specialists, marketing staff, and customer service representatives, all working together to ensure product consistency and timely delivery.

Products

VFI specializes in custom chemical formulations for plastics, rubbers, foams, and coatings, offering tailored solutions for a wide range of industries. If a customer is faced with a challenge, VFI works with them to create a product that meets their specifications. The manufacturing process involves a collaborative approach with their experienced team to ensure that their customers receive the best product for their needs. Their main goal is to provide innovative, quality materials with superior properties and long-lasting durability.

Company Culture

The company culture is centered around building strong relationships and strong customer service. VFI values self-motivated individuals who work well in a small manufacturing environment. A team-oriented approach to success is emphasized. The organization boasts a harmonious blend of seasoned professionals with deep product knowledge and fresh talent with innovative ideas. Leadership is focused on organic growth. In this organization, individuals have high visibility and the chance to forge solid relationships within the team.



25 Years of Manufacturing High Performance Polymers

CANDIDATE INFORMATION SHEET

About role in organization:

This is an internal position with normal day-to-day working operations at headquarters and customer visits as needed. This is an individual contributor role within the greater sales team.

Key Responsibilities:

- Learn and effectively communicate the features and benefits of products.
- Research, build, and maintain a pipeline of prospective customers.
- Regularly contact and meet with existing and potential customers to maintain and grow relationships.
- Represent company at tradeshow and similar events.
- Host information and training sessions at customers' facilities or virtually.
- Perform product demonstrations at customer locations and job sites.
- Meet Key Performance Indicators (KPIs) for sales activities and performance goals including but not limited to customer activities, new customer closes, and sales volume.
- Utilize Customer Relationship Management (CRM) software for lead and project tracking.
- Investigate and professionally resolve any customer issues.
- Work effectively and efficiently with all members team.

Qualifications:

- Sales development - secure new sales from both new and existing customers.
- Sales management - provide solution sales and demonstrate products.
- Customer service mentality - provide strong customer service focus and build trust both internally and externally.
- Self-motivated and can work independently and as part of a team.
- Be relational sales / solution provider not transaction / commodity sales focused.
- Proven track record of achieving sales targets and driving revenue growth.
- Excellent communication (written & verbal) and interpersonal skills, with the ability to build relationships with clients and stakeholders at all levels.
- Strategic thinker with strong analytical and problem-solving abilities.
- Proficient in CRM software and Microsoft Office Suite.

Preferred Skills:

- Sales of epoxy, coatings, or similar industry experience.
- Work within building materials chemical sales.
- Work with both direct and distribution sales channels.

What We Offer:

- Competitive salary and performance-based bonuses.
- Comprehensive benefits package: health insurance, retirement plans, and paid time off.
- A dynamic and supportive work environment where your contributions are valued.