

Sales Representative
Atlanta, GA

Ashland Inc. (NYSE:ASH), a FORTUNE 500*, diversified chemical company provides products, services and solutions to customers around the globe. Founded in 1924, Ashland has sales and operations in the United States and in more than 100 countries worldwide. Our operations include four wholly owned divisions: Ashland Performance Materials, Ashland Distribution, Valvoline and Ashland Water Technologies. We're a growing, dynamic company with a vision that gives us a strong sense of who we are and an unyielding commitment to how we practice business.

*FORTUNE 500 is a registered trademark of Time Inc.

Ashland Water Technologies is seeking a Sales Representative with a proven track record selling products or services to commercial, institutional and light industrial facilities. Candidate must be very self motivated and driven to sell, able to manage a prospect list, enjoy cold calling and working closely with customers. The candidate will need to show some technical aptitude and be willing to perform basic hands-on technical customer service. Additionally, the candidate should be able to learn some technical concepts quickly. The position will be based in Atlanta, GA.

Qualifications:

- Bachelor of Science Degree (would consider 10 years experience in lieu of degree)
- 3+ years experience in a consultative sales role
- Proven sales track record selling products and/or services to commercial, institutional and light industrial facilities
- Clearly demonstrate ability to sell based on value, technical options and service is preferred
- Must be willing and able to discover potentially undefined customer needs
- Create a service and product solution based on given return on investment criteria
- Ability to effectively present for quick closing of contract agreement
- Must be hands on and show technical aptitude; Ability to learn technical concepts quickly
- Detailed account management experience required
- Excellent interpersonal, verbal and written communication skills
- Strong computer skills required, especially in MS Office software (Word, Excel, Powerpoint)
- Ability to travel
- Applicants must be authorized to work in the United States

Ashland Water Technologies is a global water treatment company offering an exciting emerging opportunity within an established market segment. Company vehicle, comprehensive benefits package, a competitive base salary and bonus for performance structure are included. The candidate will work as part of a team in a vibrant empowered culture.

At Ashland, we are committed to win our customers through dedicated people and excellent service!

Ashland is proud to be an Equal Opportunity Employer.

TO APPLY FOR THIS POSITION, please select the Apply button if it is provided below. If there is not an Apply button provided, please copy and paste the URL below into your address bar. This will take you to our Career Center. Once there please enter job number 1253410 in the Keyword Search field to find this posting and to apply online.

https://ashland.taleo.net/servlets/CareerSection?art_ip_action=FlowDispatcher&flowTypeNo=13&pageSeq=1&art_servlet_language=en&csNo=2

WE DO NOT ACCEPT RESUMES FROM THIRD PARTY RECRUITERS (AGENCIES) FOR ANY OF OUR OPENINGS UNLESS WE HAVE A SIGNED AGREEMENT IN PLACE TO FILL A SPECIFIC POSITION.