Continuously expanding Central Jersey based supplier of flavor, fragrance and personal care ingredients is seeking an intelligent, energetic and ambitious person for a newly created inside sales position. You will be part of our dynamic and aggressive sales team and responsible for helping achieve our growth and revenue goals.

**Responsibilities:**

Learn and understand our industry and products to accurately inform and sell your customers

Sourcing of new leads and opportunities through cold calls and emails

Following up on inbound and/or show generated leads

Routing of qualified customers to the correct sales executive for enhanced development

Nurturing and continued development of your customers

**Requirements:**

Positive, high energy personality with the ability to stay focused and on target

Excellent written and verbal communications skills

Strong listening and interpersonal skills

Confidence and command on the phone

Ability to multi task, prioritize, time manage and stay organized

BA/BS or equivalent

Background in Organic Chemistry or Food Science preferred

**Compensation:**

Competitive salary

Yearly salary review

Year-end bonus program

Health and dental benefits offered

Paid vacation, holidays, sick and personal time

Opportunity for advancement