



New Business Development Specialist

Job Description

Innoleo is a new participant in the US market for oleochemical derivatives with a growing and welcomed presence since the company's inception in October, 2011.

Innoleo's initial entry into the US market involved the supply of castor oil and derivatives of castor oil with more recent market penetration involving additional oleochemicals including fatty acids and vegetable oils. Further expansion of the product line will occur in the coming years and is expected to include traditional oleochemicals and specialized oleochemical derivatives.

Innoleo is establishing a New Business Development Specialist position that will report to the Director of Sales and Marketing. The position is a challenging role of new business development in currently undeveloped markets and therefore will involve grass roots sales development. The position is an introductory position where the successful applicant will spend 3-5 years in a new business development role with the objective of generating meaningful sales to NEW customers in NEW markets currently not served by Innoleo.

Concurrently, the successful applicant should develop the capability to display a high level of competency in the chemistry of the products offered by Innoleo. Furthermore, through customer interactions, the candidate is expected to establish a high level of aptitude understanding the applications Innoleo products find utility in. This initial skill development period is essential to equip the successful applicant with the necessary skills and experience to advance into positions of greater responsibility within the company.

Education Requirement:

- BS Chemistry or equivalent relevant technical degree
- Additional degree in business and/or finance is a plus

Prerequisite Experience:

- 3-5 years oleochemical sales/technology experience in markets including Coatings, Adhesives, Sealants, Elastomers, and Personal Care
- Successful track record of efficient sales territory administration
- Successful track record of new business development



Essential Candidate Attributes:

- Exceptional interpersonal, written, and verbal communication skills
- Strong technical aptitude
- Polished and professional image
- Competency in financial management
- Effective in preparing and conducting group presentations
- Demonstrates initiative and self-direction
- Efficient time management and activity planning skills
- Commitment to achievement of company objectives
- Aspiration to advance into positions of increasing responsibility
- Long term view of career opportunity at Innoleo

Roles and Responsibilities:

- Participate in the drafting of performance objectives to develop new business, new skills, and/or to monitor areas of performance improvement
- Develop meaningful sales to New customers in New markets
- Management of the business relationship at assigned accounts including receivables monitoring, price changes, and product availability
- Maintain tracking of commercial and R&D projects at assigned accounts
- Write call reports documenting topics of discussions during account visits
- Provide revenue and product demand forecasts to management
- Routine follow up on all sales leads
- Prepare and conduct presentations on markets and account status for periodic business review meetings
- Participate in strategic discussions with management on company growth and profitability improvement
- Conduct presentations to customers in small or large group settings tailored to a commercial and technology focused audience
- Efficient planning as it pertains to cost and time effective account coverage
- Cost effective management of business travel expenses
- File monthly expense reports for business expense reimbursement

IT:

- Proficient in all Microsoft Office software including WORD, EXCEL, POWERPOINT, OUTLOOK, etc., as well as Adobe Acrobat programs
- Familiarity with ERP systems such as NetSuite, SAP, etc.



Travel:

- Routine business travel of 3-4 days per week for customer engagement is expected requiring frequent overnight travel

Position location:

- Flexible

References:

- Minimum of 3 relevant industry references required

Innoleo is one of 4 current operating companies that reside with the portfolio of companies owned by Chemical Services Group, Inc., Twinsburg, OH, a privately held corporation.



Royal Chemical Company
Twinsburg, OH

Large scale contract manufacturing at 5 US locations

- 400 million pounds of production capacity
- Liquids & Powders



DeForest Enterprises, Inc.
Boca Raton, FL

Specialty Surfactants
Wetting Agents
Hydrotropes
Emulsifiers
Corrosion Inhibitors

Product Development and
Applications Labs in Boca
Raton, FL and Twinsburg, OH



ParaFlow Energy Solutions LLC
Boca Raton, FL

Unique high active flow assurance and hydrocarbon recovery additives built on a patented & trade secret technology platform for upstream, midstream, and downstream crude oil application.

- Paraffin and asphaltene treatments
- Emulsion breakers
- Viscosity reduction
- Low API crude flow improvement
- Iron reduction
- Slip oil and tank sludge treatment

Product Development Lab in Boca Raton, FL



Innoleo, LLC
Boca Raton, FL

Castor Oil & Derivatives

- Castor Oil
- Hydrogenated Castor Oil
- 12 Hydroxy Stearic acid
- Methyl 12 Hydroxy Stearate
- Ricinoic Acid
- Sebacic Acid
- Other Fatty Acids



Since the company's inception in 2011, the focus has been on solidifying the foundation of the company and establishing a baseload of strategic business. This has been achieved and we are now entering a growth/expansion phase where we intend to expand the product line as well as the number of markets we engage with.

This is an opportune time for a qualified, energetic, self-motivated, and career focused individual to join our team and play a critical role in the growth of the company. This individual must be an "impact player" and have the potential to assume roles of increasing responsibility within Innoleo, consistent with the management succession planning needs of the company.

All employees are required to execute a Non-Disclosure, Non-Compete, and Assignment of Rights Agreement as a pre-requisite to employment.