

## ***Is this Sales Position Too Hard for You?***

Are you ready to:

- Deliver \$5 million in new revenue in 24-36 months?
- Build a \$10 million pipeline with 15-20% annual conversion?
- Cultivate & convert 100-200 new B2B accounts in 3 years?
- Manage the pricing strategy for these customers to achieve 3% gross profit improvement in the next 2 years?
- Create opportunities for new products, services and revenue streams?
- Partner with top management for analysis, review and vision for growing the pipeline and the customer base?
- Join learners, problem solvers, and customer advocates supplying materials for life-changing technologies?

### **Title: Tedia Sales Professional**

Tedia is a global, US-based manufacturing company with a long history of success producing chemicals for laboratories and manufacturers. We don't just sell a product - we sell confidence to customers designing and improving life-saving drugs, testing our environment and certifying our food. We lead our industry in focus on critical solvents for these applications. We're doubling down on that focus and expanding manufacturing capacity and product support. Our ownership is driven by the belief that Tedia should be a force for good action in the world, and we need you to carry that message to new customers throughout the US.

You'll help us double our customer base and be critical to the success of our strategy. You'll work directly with ownership to explore future strategies based on what you learn from your customers. We'll support you wherever you live, relocation is not necessary. Tedia offers a generous base salary plus bonus and variable compensation package, competitive benefits, opportunities for career growth.

If this is the right challenge for you, contact Kimberly Floyd, Human Resources Manager at [kfloyd@tedia.com](mailto:kfloyd@tedia.com) or (513) 273-2651.