

Business Development Manager

ABOUT HAWKINS!

Hawkins, Inc. is a formulator, manufacturer, blender, distributor, and sales agent for thousands of industrial chemicals and reagent grade laboratory chemicals sold to municipalities and businesses throughout the Central United States. Thousands of organizations across a variety of industries have depended on Hawkins for the chemical products they need since 1938.

Our Mission is to exceed our customers' expectations as a high-quality, service-oriented chemical supplier and to adapt quickly to the changing chemical needs of customers. We do this with a keen focus on technical expertise, teamwork, safety, profitability, and responsible care of the environment and of our community.

Our Value Through our diversified customer base, blending & manufacturing capabilities, and deep rooted relationships with customers & suppliers, Hawkins offers its employees dynamic and secure opportunities in an environment that's easy to thrive in. Our flexibility and responsiveness is what sets us apart and makes life fun by offering new experiences and growth company-wide.

Our Culture The Hawkins culture stems from our corporate vision and values and is truly seen in our day-to-day work life.

- Provide a working environment for our employees that fosters safety, empowerment, and loyalty
- Conduct our business with integrity and fairness in all we do
- Empower employees to do the right thing
- Use a straight-forward and transparent approach
- Focus on customer service

Learn more about us at www.hawkinsinc.com/careers (NASDAQ: HWKN)

ABOUT THE JOB!

You will be a self-starters, able to work independently and enjoy developing and maintaining strong relationships. This is an opportunity to utilize your background in water treatment (boiler, cooling, and wastewater) to become a top asset at Hawkins! Our employees take pride in their ability to think dynamically and help solve our customers unique challenges. You will be working for a company who is a well-known leader in the chemical industry.

Responsibilities

- **Sales and Territory Development**

- Supports water treatment chemical sales efforts for industrial, municipal, and metal finishing markets.
- Assists the sales force in making potable water scale and corrosion treatment recommendations.
- Work closely with current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales.
- Nurturing and building long term customer relationships that encourage partner level collaboration to ensure future revenue growth.
- Able to develop business out of customer needs by matching customer requirements available products
- Coordinating with multiple branches to promote and support sales
- Demonstrate strong team leadership by coaching and training sales staff on products. New revenue opportunities and assisting with achieving revenue objectives.
- Develops new base business in region as well as supervises the maintenance of healthy customer relations
- Collect water and other material samples relative to water treatment and analysis
- Pursue new business development and expand the existing customer base by establishing additional contacts in order to ensure continuity and future growth
- **Technical**
 - Provide technical support to customers; identifying and resolving customer complaints, escalating as required.
 - Conducts on-site product testing and selection for water treatment applications.
 - Conducts “Coagulation Studies” for potable water products.
 - Conducts wastewater product selection studies for municipal and industrial clarification.
 - Conducts sludge dewatering studies for municipal and industrial applications.
 - Conducts coagulation and permanganate demand studies and makes treatment recommendations for iron filtration systems.
 - Conducts plant trials for potable water and wastewater applications.
 - Troubleshoots customer treatment systems and makes recommendations for performance improvement.
 - Assists in developing new products and applications for Hawkins, Inc. products and services.

- **Management**

- Lead the creation, improvement and implementation of innovative sales strategies to drive Hawkins position within the market.
- Provide analysis of the markets, trends and competition

- Work closely with technical staff and branch staff to develop growth strategies
- **Training and Development**
 - Assists in training of Hawkins Water Treatment Group personnel in potable and wastewater applications.
 - Assists professional organizations by assisting in professional training seminars.

ABOUT YOU!

- Minimum of college degree
- 3-5 year of experience maintaining water treatment accounts and selling water solution service and projects, especially with a focus on boilers and cooling towers.
- 3-5 years of previous management experience
- Excellent oral and written communication skills.
- Ability to travel 5-10 nights per month.
- History of working in a field that required autonomy and self-motivation
- Ability to deal diplomatically and communicate effectively with internal and external customers
- Ability to coordinate and perform multiple activities in a timely manner
- Work easily and skillfully with hands
- Must have clean driving record and be able to pass drug and background screening
- Capability to move up to 50 lbs. manually or with assisting equipment

APPLY HERE: <https://chc.tbe.taleo.net/chc05/ats/careers/requisition.jsp?org=HAWKINSCHEMICAL&cws=1&rid=554>

WORK FOR THE BEST!

Hawkins offers a competitive compensation and benefit package and is an award-winning employer and organization! Learn more about us at www.hawkinsinc.com . (NASDAQ: HWKN)

Hawkins, Inc. is an Equal Opportunity Employer and makes employment decisions without regard to race, gender, disability or protected veteran status. Hawkins, Inc. is a Drug Free Workplace Employer.

Interested and Qualified? Apply now as a first step! Need help applying? In compliance with the Americans with Disabilities Act Amendment Act (ADAAA), if you have a disability and would like to request an accommodation in order to apply for a position with Hawkins, Inc., please call 1-800-328-5460 or email careers@hawkinsinc.com