



INTERNATIONAL RAW MATERIALS LTD

**Industrial Sales Coordinator
Spokane, WA or Philadelphia, PA**

International Raw Materials LTD (IRM) markets and distributes crop nutrients and industrial commodities through our extensive distribution system. We are committed to connecting agricultural and industrial customers to critical inputs through innovative, safe, and sustainable logistics solutions.

This position will be responsible for supporting the Industrial Sales team in their efforts to develop new business opportunities. This role is an excellent fit for an energetic individual looking to bring a strong skill set in forecasting, lead generation, customer qualification, and sales.

Duties and Responsibilities:

- Manage administration of internal sales processes in compliance with contract terms and applicable regulations
- Monitor shipping schedules to manage plant inventory and ensure timely movement of production. Monitor shipment routings to ensure optimal logistics and minimized costs
- Leverage data analytics to generate comprehensive reports and internal communications, highlighting current business performance and identifying new growth opportunities
- Collaborate with team members to advance automation of business administration and develop Key Performance Indicators
- Foster strong relationships with existing customers and cultivate accounts into long-term customer engagements
- Prepare sales strategies and negotiate supply agreements with a diverse group of industrial and agricultural customers
- Stay informed about industry trends, advocating for customer needs while understanding the dynamics of all relevant stakeholders
- Demonstrate a strong commitment to safety and focus on continuous improvement
- Work with internal and external parties to perform root cause analysis for both operational and commercial nonconformance incidents
- Travel to regional, national, and international conference to engage with customers, suppliers, and other relevant parties to develop an understanding of market conditions and identify new business opportunities
- Promote social responsibilities and sustainability in the industry and communities in which we operate
- Other duties and responsibilities, as assigned

Candidate Profile:

- Bachelor's degree in Business or related field
- 2-3 years of relevant work experience
- Proven ability to develop creative solutions
- A team player with the ability and understanding of how to operate in a dynamic environment
- Ability to prioritize, manage multiple responsibilities simultaneously, and meet tight deadlines
- Strong organizational skills and attention to detail
- Solid verbal and written communication skills, including experience in conducting presentations
- Strong analytical and problem-solving skills along with the ability to take initiative
- Ability to travel at least 25% of the time both domestically and internationally
- Proficiency in Microsoft Office Suite required; experience with SAP a plus

***If you are interested in applying for this role, please send your resume to HR_grp@irm.com**