



SALES

As the global economy expands, companies live and die by the quality of their sales force. Competitive and energetic sales professionals are needed to continuously satisfy existing customers and to cultivate new business relationships. The right salesperson can significantly drive revenue and profits, and can contribute to corporate strategy by advocating for the competitive advantages their customers need from their supplier.

Ropella understands the unique recruitment challenges faced by this diverse industry. Our understanding of your company, your customers and current industry trends means our executive search consultants can find just the right fit, quickly and efficiently. As talent acquisition experts, we excel at attracting, recruiting and building relationships with the best minds in the industry.

We have proven our ability to help companies grow and prosper by developing their most important competitive advantage — skilled people. Successful industry leaders count on Ropella to find the right talent to drive their business forward.



Look for our articles in *Selling Power* and other industry publications.

*For more information, please contact our
**Chairman & CEO Patrick Ropella, at
850.983.4997 or ropella@ropella.com.***

We read and write for industry publications, including:

- Selling Power
- ICIS Chemical Business
- Chemical Week
- Happi

We participate in industry associations such as:

- Drug, Chemical, & Associated Technologies Assoc
- National Association of Chemical Distributers
- Society of Chemical Manufacturers & Affiliates
- American Chemical Society

We regularly attend industry trade shows, including:

- Informex
- NYSCC Suppliers' Day
- ACI Annual Meeting and Convention
- Information Food Technologies

We have served and developed relationships with leading companies in the industry, including:

- AkzoNobel
- BASF
- Imerys
- Lonza
- DuPont
- Solvay
- Cargill
- Georgia Pacific
- Johnson & Johnson
- Croda

Ropella teams are built around the functions our clients are seeking. We have dedicated teams focused on C-suite, Sales, Marketing, R&D and Operations.

Roles filled include:

- Chief Commercial Officer
- Director of Sales
- Business Development Director
- National Sales Manager
- Vice President Sales & Marketing
- Technical Sales Manager
- Key Account Manager



ROPELLA
GROWING GREAT COMPANIES

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