



OUTSIDE SALES REPRESENTATIVE

Advanced Polymerics is an innovative company working in the field of Smart Coatings & Functional Materials. We are looking for two *Experienced Sales Representative*; one for the American Midwest, and one for the South-East/Gulf Coast states. Ideal candidates will have proven success in the sale of anti-corrosion coatings (or similar products) into the Industrial, Marine, Petrochemical, Transportation and Energy industries. Sales Representatives will be responsible for building product awareness with engineers and owners, and negotiating sales and closing the deal with application contractors. The candidates shall have knowledge of industry standards, a curiosity for learning and a proven track record of prospecting for new opportunities.

JOB REQUIREMENTS

- At least 5 years of selling experience in the industrial or architectural coatings industry
- Must be able to travel extensively to customers in the region (including occasional overnight) as well as to regional and national trade shows and exhibitions
- Demonstrable knowledge and proficiency of corrosion prevention solutions
- NACE, SSPC or other industry certifications
- Excellent verbal and written communication skills, in order to effectively communicate and influence specifiers and asset owners
- Strong and demonstrable knowledge in application equipment. Knowledge of plural-feed spray equipment would be a benefit
- Bachelor's degree in a technical or business field preferred, alternatively High-school diploma plus equivalent work experience would be accepted
- Computer skills (Microsoft Office and knowledge of CRM software)
- Familiarity with the coatings industry. Existing relationships with asset owners and or specifiers and contractors would be preferred
- Driver's license and good driving record
- **US CITIZEN/PERMANENT RESIDENTS only**

In return we offer

- Salary & benefits commensurate with qualifications & experience.
- Paid vacation and paid holidays.
- Company sponsored Medical & Dental plan
- 401k Plan Participation after 90 days
- Industry recognized training where necessary