

## **Position - Coatings Additives Division Technical Sales Specialist**

King Industries is actively looking to hire a Technical Sales specialist for our Coatings Additive Division. Ideal candidates should have BS or MS degree in Chemistry and experience in technical sales of coatings additives.

Candidates must have the following skills and abilities; aptitude to interact well with customers, technical background or understanding of formulations, testing and performance as well as a working knowledge of coatings additive chemistry, and the ability to give technical recommendations to customers.

Visits to target customers will be required for 40% of the individual's time. The remaining time will consist of trade show attendance, conference activities, and call reports. Additionally, the individual will report to management on activities, opportunities, customer projects, and forecasting. This position has the full support of our highly regarded TS&D department, and other technical sales staff.



KING INDUSTRIES  
JOB DESCRIPTION

**Technical Sales – Coatings Additives**

1. Skills Required:

- Must be a self-starter driven to succeed and a strong sense of competitive urgency & persistence.
- Strong technical and sales skills.
- Excellent communication skills (verbal and written).
- Ability to interact well with customers (chemists & formulators).
- Ability to understand technical aspects of existing King products and apply that knowledge to new market opportunities.
- Problem solving through chemistry and formulation knowledge

2. Education and Experience Requirements:

- B.S. or M.S. degree in Chemistry.
- Laboratory experience in coatings formulation & chemistry.
- 5-10 years technical sales experience.
- Practical knowledge of the requirements of the coatings additive market.

3. Duties and Responsibilities:

- Visit customers on a regular basis to promote King Coatings Additive products, and to gain new approvals and develop new business in the Americas.
- Develop and implement a focused sales plan to expand sales volume of King Coatings Additive products in the Americas.
- Provide technical assistance to customers to help them solve specific problems with the use of King Coatings additives.
- Provide technical training and support to King sales representatives and distributors.
- Meet regularly with sales representatives and distributors to discuss customer projects and sales opportunities and discuss strategy and action items to grow the business in the Americas.

- Work with Technical Service to coordinate performance testing and to respond to inquiries and questions from customers.
- Follow-up with customers on technical projects and sample requests.
- Provide management with customer visit reports (call reports) and regular sales and market reports.
- 40% business travel calling on customers.

4. Reports To: Sales Manager of Coatings Additives