

**Are you frustrated & tired of your valuable sales opportunities being held hostage in a sea of development & management bureaucracy or is sales management's indecision and lack of focus holding up your ability to meet your goals and future financial success?**

**To free those opportunities...just look at this sales position!**

**Relocation may NOT be required!!**

**This position requires a high energy, dynamic business professional with the following attributes and skills:**

- Strong technical and process knowledge.
- Experience and solid relationships within the overall General Industrial – O.E.M. Liquid coatings market space.
- Strategic account development with Executive level decision makers at prospective clients. Requires vision and execution of strategic sales planning, identifying client needs and solution alignment, capitalizing on opportunities and closing profitable, sustainable new business.
- Ability to cultivate alliances with key Executive level decision makers within large national accounts to insure our value proposition is out in front and continues to meet the client's strategic planning and needs.
- Consulting client's Executive Management team and their employees on identified issues and providing tailored solutions and technology-service choices.
- Experience participating in marketing research, developing a business plan and other assigned sales & marketing responsibilities to drive growth planning.
- Excellent written & verbal communication skills with the ability to present proposals and information at all organizational levels.
- Ability to coordinate a structured technical support & service program with assigned Technical Account Managers to meet the needs of our clients.
- Strong Closing Skills.
- Strong account retention skills.
- Can consistently achieve and exceed sales and profit goals.

**This is a full time salary position with a bonus structure based on sales growth and profitability. Salary based on candidate's years of experience, expertise and market depth. Package includes company provided benefits including; Medical Insurance, 401K (immediate vesting), vacation and holiday pay, company provided vehicle, all necessary tools to equip your home office, company credit cards for business travel and entertainment purposes.**

#### **REQUIREMENTS**

- Minimum: ten years of successful coatings sales experience in the General Industrial - O.E.M market with extensive experience in application design, formulation attributes, specification requirements, etc.
- Education Minimum: BS in Business related area.
- Education Preferred: Business degree with Chemical or Mechanical engineering.
- Must be willing to travel 50% throughout the U.S.

**MARCUS PAINT COMPANY** is one of America's oldest, continually operating coating manufacturers; specializing in custom formulated coating solutions serving O.E.M. Industrial, Transportation and Tubular & Pipe manufacturers with Environmental Compliant Coatings utilizing Water Reducible, Solvent Base High Solids, UV Cure, and much more. All designed to meet the challenges of today's competitive marketplace.

We provide our clients with consultative services that go far beyond manufacturing and shipping product. Solving problems on, around, and about the client's coating program is our business. From assisting with application design, recommending and developing quality and safety enhancements to long term planning for future challenges. We are there not only when they need us but before a need arises.

The hard work, dedication, loyalty, and commitment to excellence of our employees have made **Marcus Paint Company** one of the most innovative and entrepreneurial minded solution providers in the market today. Above all, our core beliefs drive a culture focusing on employee safety, open and honest communication, sustainability and integrity in how we manage our company and interact with our valued clients.