

Position Title	Fiber Reinforced Plastic (FRP) & Dual Laminate Tank Sales
Category	Sales
Job#	2016007
Company	Composites USA
Location	North East, MD
Date Posted	02/09/16
Type	Full Time

Summary: Responsible for identifying, following, and closing sales opportunities for FRP and DL products and field services offered by Composites USA. The position requires excellent interpersonal skills and the ability to build and maintain strong relationships with personnel representing customers including facility owners and operators, contractors, buying agents, and architectural & engineering firms.

RESPONSIBILITIES:

- Follow up all assigned project sales leads in a timely manner and close on order opportunities
- Seek to differentiate CUSA product from competitors; sell on overt benefits of our products and services
- Provide excellent customer service and support; treat customers with the utmost integrity and humility
- Seek out and develop relationships with end user, architectural engineering, general contractor, and mechanical contractor personnel in target industries
- Use these relationships to identify and sell project opportunities
- Manage existing customer and contractor relationships and generate sales in the established customer base
- Keep the Salesforce CRM system continually updated on all outstanding leads, quotes and orders
- Generate leads for other CPS Products and services where appropriate and hand off to appropriate CPS Group colleague to follow up on given their location and specialization
- Attend key trade shows and conferences exhibiting CUSA FRP products and technologies as assigned
- Deliver product presentations to potential new customers, contractors, end users, and A&E firms to increase market awareness of CUSA FRP and CPS Group products and services
- Assist in the identification, quantification, and specification of new product opportunities for development
- 30% to 75% domestic travel anticipated

SKILLS:

- Current relationships with manufacturers with corrosive applications preferred and prominent mechanical contractors, industrial architectural, design, engineering and construction firms a plus
- Experience working with external sales reps/agencies and proven ability to develop customer relationships and close sales contracts in complicated and competitive bid scenarios
- Excellent verbal and written sales presentation skills and ability to effectively negotiate contracts
- Ability to work effectively with all levels of management and staff to generate sales
- Ability to manage multiple priorities and projects simultaneously

EDUCATION AND EXPERIENCE:

- Bachelor's degree preferred and at least five years of field sales experience in industrial products with a demonstrated track record of having achieved significant sales contracts in the industrial products market
- Experience in the wastewater processing industry highly desirable
- Experience selling manufactured products to mechanical contractors, product to industries requiring a third party installation contractor (customer) and corrosion resistant products

Note: CPS and its group companies do not discriminate on the basis of race, age, religious creed, national origin, sex, marital status, veteran status, disability, status with regard to public assistance or any other protected classes..