



KING INDUSTRIES
JOB DESCRIPTION

Technical Sales – Coatings Additives

Working Location- Norwalk, CT

King Industries, Inc. is actively looking to hire a Technical Sales Representative within the Coatings Additives Division. Ideal candidates should have an advanced degree in Chemistry as well as an understanding of coatings formulation and chemistry. The Technical Sales Representative will report to the Sales Manager of Coatings Additives.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

1. Skills Required:

- Must be a self-starter driven by an internal drive 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:

- Advanced degree in Chemistry.
- Must understand coatings formulation & chemistry.
- Laboratory experience in the field of coatings is preferred.
- 5+ years in technical experience.
- Must have in depth current 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 in the territory.

- 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.
- Business travel calling on customers.

To apply, please submit your cover letter and resume to vcrichardson@kingindustries.com.