

## **Position - Coatings Additives Division – Regional Sales Manager**

King Industries is actively looking to hire a Regional Sales Manager, located in the great Cleveland area, for our Coatings Additive Division. Ideal candidate should have a BS 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 50% of the individual's time. The remaining time will consist of call reports, customer follow up, and regional show attendance. Additionally, the individual will report to management on activities, opportunity pipeline, customer projects, and forecasting. This position has the full support of our product managers, our highly regarded TS&D department, and other technical sales staff.



KING INDUSTRIES  
JOB DESCRIPTION

**Regional Sales Manager, Cleveland Area – Coatings Additives**

1. Skills Required:
  - Must be a self-starter driven to succeed and a strong sense of competitive urgency & persistence.
  - Strong sales skills.
  - Excellent communication skills.
  - Ability to understand technical aspects of existing King products and apply that knowledge to new opportunities.
  - Problem solving through chemistry and formulation knowledge
2. Education and Experience Requirements:
  - B.S. degree in Chemistry.
  - Sales experience in coatings formulation & additive chemistry.
  - 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 region of responsibility.
  - Develop and implement a focused sales plan to expand sales volume of King Coatings Additive products.
  - Provide technical assistance to customers to help them solve specific problems with the use of King Coatings additives.
  - Develop a strong opportunity pipeline year-to-year.
  - 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 call reports, updated opportunity pipeline, and regular sales and market reports.
  - 50% business travel calling on customers.
4. Reports To: Sales Manager of Coatings Additives