

# CANDIDATE SPECIFICATION

## SALES/BUSINESS DEVELOPMENT EXECUTIVE



### **Summary:**

A technology based composite and thermoplastic products manufacturing company located in the Southeastern US seeks a Sales & Business Development Executive to help grow the company. We are a young innovative company emerging from production startup on the strength of two globally unique production technologies. What we do is replace products made of concrete, steel, aluminum, treated wood or fiberglass...very cost effectively and with performance benefits.

### **Position Description:**

This sales position will be responsible for developing and closing new business in several key target markets requiring large heavy-gauge thermoformed products, as well as feature rich, composite structural components.

### **Experience & Credentials:**

The ideal candidate will be a degreed engineer with at least 5 years of successful technical sales and business development results in the plastics products processing industry. Although materials sales experience will be respected and considered, there is a strong preference for the "down-market" production of large thermoplastic/composite products. A product salesperson with access to multiple industry segments will win this position over a technical sales representative from a manufacturer.

### **Qualifications and Attributes:**

We seek a sales professional skilled at strategic or consultative selling, and who achieves results through the execution of the goal or target account closing process. In addition to all requisite selling skills, the ideal candidate must be results oriented and business savvy with the highest standards of ethics, commitment, and responsibility. The ideal candidate will have excellent communication capabilities, strong negotiation skills, and will thrive on working in, and supporting, a strong team-based culture.

Personal attributes must include unquestioned integrity, the highest self-expectations for performance, a superior work ethic, the ability to be high functioning under stress, endurance, and a persistent, positive "can-do" attitude.

### **Compensation:**

Salary will be commensurate with experience and responsibility and competitive with comparable positions in the industry. Total compensation will include performance based incentive compensation and appropriate benefits.

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**Contact:**

Interested, qualified candidates should submit a comprehensive resume to:

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904-328-3762 fax  
Reference: SBDE-AHRS