



## **Sales – Mavcoat Mold Release Coatings**

### **Description**

Maverix Solutions manufactures, markets, and sells mold release coatings to the rubber, urethane, plastics, composites, and precast concrete markets. We sell to domestic and international OEM end users. To learn more about Maverix Solutions, please visit [www.Mavcoatmoldrelease.com](http://www.Mavcoatmoldrelease.com). This job is based on a ladder structure and the job level (salary) will be determined by the quantity and quality of experience.

The job will focus on selling our proprietary chemical technology to companies within the categories described above.

As a Sales Account Manager you will be developing and managing a significant sales region throughout the Western U.S. targeting new prospects. Responsibility will include significant business development of existing product lines. In addition, you will develop and manage a territory growth plan consistent with strategic goals. Dedication to achieving company and individual revenue goals will be critical to your success. Sales will require interaction with a wide range of customers from the shop floor operator to business owners. The job will require testing at the shop level and training operators.

### **Qualifications**

- Bachelor of Science degree is preferred.
- Must have a proven track record of success managing high profile accounts and large customer base.
- Must possess strong negotiation skills.
- Self-motivated with a passion for winning, well organized and demonstrates an ability to influence others.
- Excellent organizational, communication, and teamwork skills along with the ability to work independently.
- Proficient computer skills in Excel, Word, and PowerPoint.
- Any foreign language a plus.
- Applicants must be authorized to work in the U.S.

### **Required Skills**

- Proficient computer skills in Word & Excel; Internet research.
- Good problem solving & resolution.
- Excellent time management.

### **Additional Beneficial Skills**

- Basic chemical terminology or ability to learn.
- ACT! Sales software.

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