



Attention all Sales Representatives! Do you have experience in the fiberglass or composites industries? If so, we have an exciting opportunity for you! We have current need for a Sales Representative covering the Western Washington territory.

About Our Company:

NORTH AMERICAN COMPOSITES is a national distributor of composite raw materials. For over 30 years, we have served manufacturers in marine, cast polymer, corrosion, construction, consumer and related composite industries. We partner with more than 150 raw material suppliers and manage over 250 vendor product lines bringing product improvements, new solutions and on-time delivery to our customers.

We are looking for a Sales Representative that can:

- ✓ Increase sales volume year over year as well as the active customer base.
- ✓ Support and expand business relationships with current customer base.
- ✓ Solicit and solidify new accounts.
- ✓ Follow district strategies to aggressively and innovatively grow business.
- ✓ Establish a high level of knowledge across the full range of our product line.
- ✓ Create and submit in a timely fashion; call reports, monthly reports, expense reports, and other sales related paperwork.
- ✓ Promote products and services to customers and prospects through regular and frequent face to face sales calls.
- ✓ Provide professional support at product trials and product conversions.
- ✓ Go on joint calls with manufacturing representatives and schedule technical support as needed.
- ✓ Keep in regular communication with district staff.

The ideal Sales Representative will have the following:

- ✓ 4 year degree in business or a technical field.
- ✓ 5 years of sales experience.
- ✓ FRP, Chemical, or Industrial experience is highly desired with the ability to learn and comprehend our very complex chemical/technical based product line.
- ✓ Be goal driven and achievement oriented. Have a strong work ethic, and be highly self motivated.
- ✓ Be an enthusiastic team player that has demonstrated success in strategic/value added selling.
- ✓ Have formidable interpersonal, verbal, and written communication skills.
- ✓ Have strong computer skills using Microsoft Office (Excel and Word).
- ✓ Have strong problem solving skills.
- ✓ Be able to do overnight travel on a regular basis as territory requires.
- ✓ Be Flexible with a willingness to be involved in any assignment as needed to support the District's efforts.

In return, our company will offer you:

- ✓ Competitive Salary
- ✓ Medical Benefit Plan Options
- ✓ Dental Plan
- ✓ Vision Plan
- ✓ Life Insurance Plan
- ✓ Short Term Disability Plan
- ✓ Long Term Disability Plan
- ✓ Flexible Benefits Plan
- ✓ 401K Plan that includes matching as well as profit sharing

If you are results oriented, please forward a resume as well as a cover letter and salary requirements, including why you feel you are a good fit for this position to:

North American Composites
Attn: Hiring Manager
1225 Willow Lake Blvd
Saint Paul, MN 55110-5145
Fax: 651-481-9170
Email: jobs@interplastic.com