



NORTH AMERICAN COMPOSITES is a leading distributor of raw materials to the composites industry. We have an outstanding opportunity for a Sales Representative to cover the **San Diego and Riverside counties in California and in Mexico.**

Essential Functions:

- Increase sales volume year over year.
- Increase 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.
- Regular communication with district staff is required.
- Punctuality and regularity of attendance are job requirements.

Qualifications/Requirements:

- 4 year degree in business or a technical field.
- 5 years of sales experience.
- Experience in the FRP industry highly desired and/or the ability to learn and comprehend our very complex chemical/technical based product line.
- An organized and focused seller competent with today's tools and technology.
- Goal driven, achievement oriented, strong work ethic, highly self motivated.
- Enthusiastic team player with demonstrated success in strategic/value added selling.
- Formidable interpersonal, verbal, and written communication skills. Strong computer skills using Microsoft Office (Excel and Word).
- Strong problem solving skills.
- Overnight travel on a regular basis as territory requires.
- Flexibility - willingness to be involved in any assignment as needed to support the District's efforts.
- Bi-lingual skills in Spanish are a plus.

IN RETURN FOR YOUR TALENTS WE OFFER A COMPETITIVE SALARY AND COMPREHENSIVE BENEFITS PACKAGE INCLUDING MEDICAL, DENTAL, LIFE, AD&D AND A 401(K) PLAN THAT INCLUDES PROFIT SHARING AND MATCHING.

Please forward a resume as well as a cover letter including why you feel you are a good fit for this position.

North American Composites
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Saint Paul, MN 55110-5145
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