



OUTSIDE SALES

LOCATION:

CENTRAL & EASTERN PENNSYLVANIA
MIDDLE AND SOUTHERN NJ, DE

STATUS:

FULL-TIME POSITION

SUBMIT RESUME TO:

MR. WALLY BATES (WBATES@TNEMEC.COM)

DEL VAL COATING CONSULTANTS

Independent Representative of Tnemec Company Inc.

108 Oak Creek Dr. Royersford, PA 19468

Tel: 610-551-3713 tnemec.com/delval

INNOVATION IN EVERY COAT.™



POSITION:

Outside Sales

COMPANY:

Del Val Coating Consultants representing Tnemec High Performance Coatings

LOCATION:

Central and Eastern PA, Middle and Southern NJ, DE

STATUS:

Full-Time Position

COMPANY PROFILE:

Our team at Del Val Coating Consultants provides local independent representation for Tnemec Company. We work with Architects, Engineers, and owners to help write quality project specifications and support our customer base with the best customer service in the industry. By representing the Tnemec Company product line, we can confidently approach each project knowing that we promote the industry leader in High Performance Coating materials and Technical Support.

JOB DESCRIPTION:

We are currently looking to fill an outside sales position to help support our growing markets. Candidates must be self motivated and sales results driven with a strong entrepreneurial work ethic. The position will require lead generation and job tracking from spec phase through completion. The Sales Representative will be directly responsible for growing and maintaining coating sales within their territory. The position will also involve assistance in implementing a customer resource management (CRM) tool.

DUTIES AND RESPONSIBILITIES INCLUDE:

- Direct responsibility for the specification and sale of protective coatings into new and existing company accounts. Provide sales and technical service to new and existing customers.
- Develop a territory management plan and implement a new customer call strategy sufficient to generate new accounts.
- Actively participate in industry and market activities to generate sales growth opportunities and stay informed of market opportunities. Develop good understanding of customer base.
- Interface with Corporate Customer Service, Sales, Operations, Technical Services on customer activities as needed.

QUALIFICATIONS:

EXPERIENCE	
	<ul style="list-style-type: none"> • 2-4 years in outside sales or construction related services
SKILLS	
	<ul style="list-style-type: none"> • Strong communication skills to confidently explain information and converse with customers/clients • Self-confidence to take the initiative to approach potential customers/clients • The ability to sell a premium product based on value and life-cycle cost. • A self-starter able to organize their time and work independently. • Ability for technical selling and ability to prospect, commercialize, and maintain accounts. • Proficiency in Microsoft Office (Word, Outlook, Excel, Power Point) • Achievement-motivated to set and surpass realistic goals

If you are interested in this opportunity, please forward your resume to:

Wally Bates
 Del Val Coating Consultants
wbates@tnemec.com
 610.551.3713