



## OUTSIDE SALES

### LOCATION:

NEW ENGLAND

### STATUS:

FULL-TIME POSITION

### SUBMIT RESUME & COVER LETTER TO:

MR. MIKE WOESSNER (MWOESSNER@RIGHTERGROUP.COM)

#### **RIGHTER GROUP, INC.**

Independent Representative of Themec Company Inc.

187 Ballardvale Street, Suite A190 Wilmington, MA 01887

Tel: 800-533-3003 [tnemec.com/rightergroup](http://tnemec.com/rightergroup)

**INNOVATION IN EVERY COAT.™**



## **POSITION**

Outside Sales

## **COMPANY**

Righter Group, Inc. representing Tnemec High Performance Coatings

## **LOCATION**

New England

## **STATUS**

Full-Time Position

## **COMPANY PROFILE**

Righter Group, Inc. was founded over 60 years ago for the purpose of providing high performance coatings and consulting services to the Architectural, Engineering, Industrial, and Process Markets. Since its inception, Righter Group has provided technical and specification recommendations to Design, Construction and OEM professionals. Righter offers high performance coatings solutions for a wide array of substrates that include coatings for steel, concrete, drywall, exterior precast and masonry. With an eye on performance and long life cycle, they adapt each coating recommendation to meet specific budget and design intent.

Righter Group partners with the leading suppliers of technical paint products and sell to the commercial construction industry. We call on Architects and Engineers in New England to develop specifications that will meet their client's needs.

- Size < 25 employees
- Founded 1961
- Type Company - Private
- Industry: High Performance Coatings
- Revenue: \$10 - \$20 million (USD) per year

## **JOB DESCRIPTION**

Righter Group, Inc. is searching for a Sales Representative for the New England Territory. You would be joining a team and work in, what we believe to be, the absolute best culture in the High Performance Coatings Industry. The successful candidate can live in Metro Boston or Southern New Hampshire area.

If you have the drive, the desire, and are willing to put forth the effort we will train you and give you the tools needed to be successful.

## **DUTIES AND RESPONSIBILITIES INCLUDE**

- Become an expert in industrial coatings over time
- Take part in additional training such as NACE certification and vendor training

- Work and communicate effectively with many different types of clients
- Make cold calls and knock on doors when required for certain projects
- Work and think independently to complete tasks with little supervision from management
- Give technical sales presentations in front of large groups
- Build relationships with new and current clients through in-person meetings and phone calls
- Upsell and cross sell our existing customers with new products and services
- Prioritize and plan on a daily basis but shift focus when needed
- Utilize Project Tracking Software & other sales tools provided
- Collaborate with a team to develop best practices in the industry
- Prepare and deliver sales presentations and meet with key decision makers
- Generate outbound calls and emails to increase sales

## QUALIFICATIONS

EXPERIENCE	
	<ul style="list-style-type: none"> <li>• Bachelor’s Degree</li> <li>• 3-5 years in outside sales or construction related services preferred</li> <li>• <b>Sales/Business Development experience not required</b> but considered a plus</li> </ul>
SKILLS	
	<ul style="list-style-type: none"> <li>• Committed to pursuing a career in sales</li> <li>• Excellent oral and written communication skills to confidently explain information and converse with customers/clients</li> <li>• Self-confidence to take the initiative to approach potential customers/clients</li> <li>• The ability to sell a premium product based on value and life-cycle cost.</li> <li>• Positive attitude, strong work ethic, and sense of urgency</li> <li>• Coachable and enthusiastic about being part of a team</li> <li>• The intellect to “think on your feet,” solve problems, and make wise decisions</li> <li>• Preference to be in the field not in the office</li> <li>• Able to multi-task the activities with shifting priorities</li> <li>• Able to work in fast-paced, self-directed entrepreneurial environment</li> <li>• Ability to be a creative thinker and leverage positive influence</li> <li>• Ability for technical selling and ability to prospect, commercialize, and maintain accounts.</li> <li>• Proficiency in Microsoft Office (Word, Outlook, Excel, Power Point)</li> <li>• Achievement-motivated to set and surpass realistic goals</li> </ul>

## **BENEFITS OF WORKING FOR THE RIGHTER GROUP**

- Team culture
- Positive environment
- Industry leading retention rates
- Competitive Base Salary | Commission plans starting day 1
- Medical, FSA, Dental, Vision, Life, and AD&D
- Short-Term and Long-Term Disability
- 401K
- Work on the road and from home office
- Mentoring from industry experts
- Access to leadership
- Great working environment & earnings potential

Thank you for your interest in this sales position. If you are interested in applying, please submit your resume and cover letter to:

**Michael Woessner | Coatings Consultant**  
**Righter Group, Inc.**  
[mwoessner@rightergroup.com](mailto:mwoessner@rightergroup.com)  
**Cell: 978-697-0152**