



OUTSIDE SALES

LOCATION:

CENTRAL AND NORTHERN CALIFORNIA
NORTHWEST NEVADA

STATUS:

FULL-TIME OUTSIDE SALES POSITION

SUBMIT RESUME TO:

CARL J. BOWERS, OWNER

AMOS AND ASSOCIATES, INC.

Independent Representative of Tnemec Company Inc.

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tnemec.com/aaa

INNOVATION IN EVERY COAT.™



COMPANY PROFILE:

AMOS AND ASSOCIATES, INC. PROVIDES EXCLUSIVE LOCAL REPRESENTATION AND DISTRIBUTION OF COATING PRODUCTS MANUFACTURED BY TNE MEC COMPANY, INC. WE FOCUS ON A TECHNICALLY DRIVEN, CONSULTATIVE SALES APPROACH WORKING DIRECTLY WITH ARCHITECTS, ENGINEERS, AND OWNERS TO HELP WRITE QUALITY SPECIFICATIONS WITH TNE MEC PRODUCTS AS THE BASIS OF DESIGN. WE SUPPORT OUR PURCHASERS (APPLICATORS, INSTALLERS, GENERAL CONTRACTORS, STEEL FABRICATORS, FACILITIES, ETC.) WITH TECHNICAL ADVICE AND HELP PREPARE SUBMITTALS AND ASSIST AS NECESSARY ONSITE.

JOB DESCRIPTION:

AMOS AND ASSOCIATES, INC. IS LOOKING FOR OUTSIDE SALES REPRESENTATIVES TO HELP SUPPORT OUR GROWING MARKETS, WHICH INCLUDE:

- ARCHITECTURAL COATINGS
- WATER TANK LININGS AND COATINGS
- WASTEWATER, INDUSTRIAL, FOOD AND BEVERAGE LININGS AND COATINGS
- RESINOUS FLOORING

OUTSIDE SALES REPRESENTATIVES WILL BE DIRECTLY RESPONSIBLE AND COMPENSATED FOR GROWING AND MAINTAINING SALES VOLUME AND PROFITS WITHIN THEIR AREA OF RESPONSIBILITY OR ASSIGNED MARKETS. SALES TERRITORIES ARE PRIMARILY BASED IN THE BAY AREA WITH TOTAL COVERAGE FROM MID-CENTRAL VALLEY NORTH TO THE OREGON BORDER AND EAST TO RENO, NV WITH PROJECT RESPONSIBILITIES TO ELKO, NV.

DUTIES AND RESPONSIBILITIES INCLUDE:

- JOINT SALES CALLS WITH OWNER, CARL J. BOWERS
- SPECIFICATION DEVELOPMENT WITH DESIGN TEAMS
- IN-PERSON PRODUCT AND CONTINUING EDUCATION PRESENTATIONS
- SALES AND SUPPORT OF PRODUCT OFFERING IN THE FIELD AND FOLLOW UP IN THE OFFICE
- ASSIST CONTRACTORS WITH SUBMITTAL PREPARATION
- OBTAIN FOLLOW UP PHOTOGRAPHS AND PROJECT SPECIFICS FOR CASE HISTORIES
- DEVELOPMENT OF A BUSINESS PLAN WITH EXECUTION STRATEGIES AND TACTICS
- USE OF A CUSTOMER RELATIONSHIP MANAGEMENT (CRM) PROGRAM FOR FOLLOW UP, RECORDING AND REPORTING ACTIVITY, JOB TRACKING, ETC.
- PARTICIPATE IN INDUSTRY AND MARKET ACTIVITIES (I.E. SSPC, NACE, AWWA, CRWA, TRADE SHOWS, ETC.), SOMETIMES AFTER HOURS OR REQUIRING OVERNIGHT TRAVEL
- ATTEND COMPANY-PAID ANNUAL NATIONAL MEETINGS OUT OF STATE AND SOMETIMES OVERSEAS
- TAKE PART IN COMPANY-PAID TRAINING AS NEEDED, POSSIBLY OUT OF STATE
- BECOME AN INDUSTRY EXPERT AND TECHNICAL COATINGS RESOURCE FOR CUSTOMERS

QUALIFICATIONS:

EXPERIENCED CANDIDATES MUST:

- HAVE A **STRONG WORK ETHIC** AND DESIRE FOR SUCCESS WITH AN **ENTREPRENEURIAL SPIRIT**
- HAVE HIGH ETHICAL STANDARDS AND A POSITIVE ATTITUDE
- HAVE HIGH EXPECTATIONS FOR PERSONAL PERFORMANCE
- BE INQUISITIVE AND STRIVE FOR FURTHER EDUCATION
- DEMONSTRATE A SENSE OF URGENCY BUT EXHIBIT PATIENCE WHEN NEEDED
- HAVE SELF-CONFIDENCE AND SELF-CONTROL
- BE PROFESSIONAL IN BOTH APPEARANCE AND COMMUNICATION
- DEMONSTRATE EXCEPTIONAL LETTER/E-MAIL WRITING SKILLS
- HAVE PROFICIENCY WITH **MS WORD, OUTLOOK, EXCEL AND POWERPOINT**
- UNDERSTAND CONSTRUCTION PROTOCOLS, THE STAGES OF SPECIFICATION DEVELOPMENT AND PROCUREMENT, **LEED** AND **MASTERFORMAT**
- BE ORGANIZED
- HAVE RELIABLE TRANSPORTATION
- LIVE IN THE AREA
- POSSESS A HIGH SCHOOL DIPLOMA OR EQUIVALENT
- DESIRE TO PURSUE THIS OPPORTUNITY AS A CAREER WITH LONG-TERM GOALS

BENEFITS OF WORKING WITH AMOS AND ASSOCIATES, INC.:

- REPRESENTATION OF INDUSTRY-LEADING PRODUCTS
- COMPETITIVE SALARY WITH A NO-CAP COMMISSION PLAN
- BUSINESS-RELATED EXPENSES ARE COMPANY-PAID
- EXTENSIVE, TECHNICAL PRODUCT TRAINING AND COMPLETE SUPPORT OF SALES ACTIVITIES
- EMPLOYER-FUNDED **SEP IRA** AFTER 3 YEARS OF SERVICE
- HEALTH INSURANCE
- WORK REMOTELY FROM HOME OFFICE
- LOWEST TURNOVER RATE IN THE INDUSTRY
- LONG-TERM POTENTIAL OF OWNERSHIP