



ARCHITECTURAL REPRESENTATIVE

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 TNAMEC COMPANY, INC. WE FOCUS ON A TECHNICALLY DRIVEN, CONSULTATIVE SALES APPROACH WORKING DIRECTLY WITH ARCHITECTS, ENGINEERS, AND OWNERS TO HELP WRITE QUALITY SPECIFICATIONS WITH TNAMEC 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 AN EXPERIENCED ARCHITECTURAL SALES REPRESENTATIVE TO PRESENT TNAMEC HIGH PERFORMANCE COATINGS, LININGS AND RESINOUS FLOORING SYSTEMS TO SPECIFICATION WRITERS WHOM WILL SPECIFY TNAMEC PRODUCTS AS THE BASIS OF DESIGN ON THEIR ARCHITECTURAL PROJECTS, PRIMARILY IN DIVISIONS 5, 7 AND 9. SALES TERRITORY IS PRIMARILY BASED IN THE BAY AREA WITH TOTAL COVERAGE FROM MID-CENTRAL VALLEY NORTH TO THE OREGON BORDER AND EAST TO RENO, 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
- WORK WITH OUTSIDE SALES REPRESENTATIVES TO COORDINATE FOLLOW UP, CLOSE SALE AND ASSIST WITH SUBMITTAL PREPARATION
- TRACK PROJECTS FROM DESIGN STAGE THROUGH COMPLETION AND REPORT SALES RESULTS
- 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 OVER SEAS
- TAKE PART IN COMPANY-PAID TRAINING AS NEEDED, POSSIBLY OUT OF STATE
- BECOME AN INDUSTRY EXPERT AND TECHNICAL COATINGS RESOURCE FOR CUSTOMERS

QUALIFICATIONS:

CANDIDATES **MUST:**

- HAVE A HIGH LEVEL OF COMFORT WITH PUBLIC SPEAKING
- UNDERSTAND THE CONSTRUCTION PROCESS AND BE ABLE TO READ AND UNDERSTAND CONSTRUCTION SPECIFICATIONS
- HAVE A SUCCESSFUL SALES HISTORY OF PROMOTING SPEC-DRIVEN PRODUCTS TO ARCHITECTS AND ENGINEERS
- 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