



NORTH AMERICAN COMPOSITES is a leading distributor of composite raw materials In North America. For over 30 years, we have served manufacturers in marine, cast polymer, corrosion, construction, consumer, and related composite industries. We operate 28 distribution centers in the U.S. and Canada. Each of our locations serves local customers with fast and efficient deliveries of the products they need.

We have an outstanding opportunity for a **Sales Representative** for our **Western and Central North Carolina territory**. This position is responsible for achieving profitable revenue growth while developing and maintaining strong working relationships with new and existing customers.

Major Responsibilities:

- Increase sales revenue and profitability year over year.
- Extensive travel within sales territory calling on composite manufacturers with a broad range of manufacturing processes.
- Coordinate customer product trials.
- Schedule technical support on an as needed basis
- Writes weekly and monthly sales account activities reports.
- Maintenance of all account activities including collection and weekly purchasing / operations meeting.
- Developing and maintaining a strong working relationship with the customer base is the key to the success in this position.

Ideal Candidate:

- 4-year degree in business or a technical field.
- Minimum of 6 years sales experience preferably in the fiberglass composites or cast polymer industry in both direct and distribution selling.
- Must have a proven track record of increasing sales and the ability to identify and close new accounts.
- Possess effective interpersonal and communication skills.
- Excellent organizational skills and a very strong work ethic.
- Proficient computer skills with Word and Excel.
- Must possess a valid driver's license for the state of residency and have an acceptable driving record.

Comprehensive Benefits Package:

- Competitive Salary
- Medical Benefit Plan
- Dental Plan
- Vision Plan
- Life Insurance Plan
- Short and Long Term Disability Plans
- Medical and Dependent Care Flexible Spending Plans
- 401K Plan that includes matching as well as profit sharing

If you are results oriented, please submit your resume, cover letter, and salary requirements via our company website, email, or fax to:

North American Composites
Attn: Hiring Manager
1225 Willow Lake Blvd
Saint Paul, MN 55110-5145
Fax: 651.481.9170
Email: jobs@ip-corporation.com

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