

Areas of Opportunity

May 16, 2018

Sales Account Representative

Job Summary:

Manages the sale of products domestically and/or internationally. Under the direction of others, ensures consistent, profitable growth in sales revenues through planning, deployment and management of the internal activities that support the commercial effort. Establishes and maintains a strong consultative relationship with customers.

Responsibilities Include:

- Under direct supervision identifies objectives, strategies and plans to execute on business development activities through a complete understanding of the market.
- Utilizes a wide range of tools and methodologies to evaluate market conditions and trends to realize sales opportunities.
- Executes on sales forecasts by others.
- Actively coordinates with the technical community to ensure that the product will be developed to meet the customer's product specifications.
- Fulfills all regulatory requirements of the product.
- May be the key point of contact to the customer, building and maintaining a strong account management relationship.
- Regularly creates and delivers sales reports on forecasting, profitability, etc.
- Assists in product pricing and sales negotiations.
- Prepares and delivers technical sales presentations.
- Performs other duties as assigned.

Qualifying candidates must have:

- Bachelor of Science in Chemistry, Chemical Engineering or Textile Engineering.
- 5+ years of related experience in selling textile chemistries, or working in textile or fiber manufacturing.

Maintenance Technician I

Job Summary:

Perform basic mechanical maintenance, installation and repairs throughout the site on buildings, vehicles and process equipment. This includes preventative maintenance, routine repairs, emergency repairs and project work.

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Responsibilities Include:

- Forklift/Manlift skills.
- Auto/truck skills.
- Air compressor skills.
- Boiler/steam system skills.
- Generator skills.
- Piping skills.
- Metal Fabrication skills.
- Plumbing skills.
- General mechanical skills.
- Building skill.
- Performs other duties as assigned.

Qualifying candidates must have:

- High school diploma or general education degree (GED) required.
- 5+ years of related experience and training.

Chemical Operator II

Job Summary:

Responsible for coordination of the production of finished products.

Responsibilities Include:

- Coordinate staging of raw materials and use of logistics support.
- Follow written production operating instructions and formulations.
- Accurately add and record specified material amounts.
- Gather and record operating information and data.
- Responsible for batches meeting final criteria.
- Responsible for safety, housekeeping and continuous improvement of processes.
- Maintain positive relationship with others throughout GTI.
- Update procedures, etc. that relate to proper and current batch production.
- Maintenance of good housekeeping standards at all times.
- Coordinate needed schedule changes during off hours.
- Mentor chemical operators in batch production and safety areas.
- Performs other duties as assigned.

Qualifying candidates must have:

- High school diploma or equivalent and 3+ years of blending and/or chemical experience.
- Proven leadership experience/ training required.
- Computer literate.
- Attention to detail.
- High self-direction.
- Good organizational skills.

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Packaging Operator II

Job Summary:

Responsible for safely performing all duties related to packaging operations, including accurately filling of containers from correct tanks, transporting finished products to staging areas and ensuring that all production entries are completed and are accurate. Responsibilities include training and mentoring of Packaging Operators and developing new organizational improvement methods, including cost reductions and or productivity improvements. Provide backup assistance to area supervisor.

Responsibilities Include:

- Execute and coordinate the packing of containers from manufacturing/storage tanks.
- Comply with written packaging instructions to include sampling process.
- Confirm that batch appearance matches specified appearance for product.
- Maintain clean containers with legible labels.
- Clean empty tanks and pump, lines, etc.
- Properly store and label of partially filled product containers. Accurately maintain weight and location through ongoing cycle counts.
- Generate batch report in order to review accuracy of the packaged weights of containers.
- Scan all batch records in a timely manner to provide permanent records.
- Work to ensure the operability of equipment is maintained to high standards.
- Knowledgeable in handling of chemical spills and actively participates in clean up.
- Maintenance of good housekeeping standards at all times.
- Performs other duties as assigned.

Qualifying candidates must have:

- High school diploma or general education degree (GED).
- 3+ years of related experience and training.
- Leadership experience and/or training.
- Forklift experience.

****CDL License desirable***

