

Areas of Opportunity

January 13, 2020

Maintenance Technician

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.

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.

R&D Chemist

Job Summary:

Tests product finishes for the customer. Interfaces internally and externally (customer) to ensure product integrity is maintained.

continued



Responsibilities Include:

- Tests finishes to confirm performance to product specifications. Document as required.
- Supports the company's interaction with customers as finish requirements are determined.
- Create reports for internal and external customers.
- Attends customer evaluations in a supporting role for the team.
- Testing/evaluating customer products.
- Monitor and approve new production batches under supervision.
- Willing to travel internationally up to two weeks at a time.
- Performs other duties as assigned.

Qualifying candidates must have:

- Masters degree in Chemistry or Chemical Engineering.
- No experience required.

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.

