

## **Areas of Opportunity**

January 23, 2019

### **R&D Chemist**

#### **Job Summary:**

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

#### **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, Chemical Engineering or Textile Chemistry.
- 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.

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### **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.

