

Specialty Polymers, Inc. Job Description

JOB TITLE	SoCal Account Manager
REPORTS TO (title)	Director of Sales & Marketing
DEPARTMENT NAME	Direct Sales

1. PRIMARY PURPOSE

Manage, develop and support current SPI customers and opportunities in Southern California, Arizona, and New Mexico. This role will also manage, develop, and support our distributor in Mexico.

2. ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Develop and maintain good working relationships with both current and potential key accounts. Ensure customer questions are answered; provide written price quotes; coordinate the handling and resolution of any problems customers may have; complete customer call reports and lab requests in a timely manner.
2. Develop and maintain knowledge of Specialty Polymers' products, production methods and customers' business.
3. Manage and coordinate distributor sales in Mexico.
4. Manage, coordinate, and prioritize projects with the applications lab to provide support for the sales effort.
5. Work with Director of Sales and Marketing to develop pricing strategies
6. Develop proposals identifying strategies to grow sales; manage their implementation.
7. Provide market information that contributes to both short term and long-term strategic planning and that maximize profits for the company.
8. Actively represent the company in different trade associations, trade shows and conferences as directed by management.
9. Represent Specialty Polymers to both existing customers and prospective customers in a manner consistent with management's philosophy.

Minimum Job Requirements

College degree in technical field with a minimum of 7 years successful experience in coating or polymer industry in either sales or technical function. Excellent communication and written skills, with knowledge of MS Office. Able to travel. Fluency in Spanish is a major plus.