



The RJ Marshall Company has an opening for a:

M.A.T. (Marshall Additives Technologies) Sales Manager

The successful candidate will have:

- Bachelor's Degree in science preferred
- Solid understanding of flame retardant additive applications and market opportunities for thermoplastic and thermosetting polymer compounds.
- A good working knowledge of CASE markets with respect to application of filler type additives.
- Detail-oriented
- Strong computer skills: Microsoft Office and Excel
- Effective written and verbal communication skills
- Problem Solving ability

Primary Responsibilities:

- Reports directly to the V.P. of Sales and works closely with the Regional Sales Managers, Product Managers, and Technical Organization.
- Responsible for the coordination of sales activities with direct accounts and distribution channels.
- Perform product trials and demonstrations to train, teach and improve distributor and customer product knowledge.
- Develop and improve on existing products and product growth strategies.
- Maintain strong awareness of competitive products and competitor commercial activity.
- Identifies relevant trade shows and other industry venues and liaises with market function to organize attendance.
- Assist Customer Service and Marketing as required, as well as Technical Service and Quality Departments.
- Leadership of the business development approach to grow the business according to the financial metrics established by the company.
- Update customer relationship management system with new contacts, and document significant updates in call reports that relate to customers, products and markets.
- Perform other duties as assigned.

Benefits Included:

- 401-K with 2.5 % Match after one year of employment
- Medical, Dental, Vision, Life Insurance and Short-Term Disability
- Company Car, Company Cell Phone, and Laptop
- Paid Vacation and Holidays

If you are self-motivated, have great customer service and sales skills, and enjoy the challenge of finding new customers who can benefit from our products, please send your resume and salary requirements to kzane@rjmarshall.com

To learn more about our company visit www.rjmarshall.com