



JOB OPPORTUNITY OUTSIDE SALES CONSULTANT

OVERVIEW:

Since 1959, Norton Corrosion Limited (NCL) has been an industry leader in providing high-quality corrosion control products and engineering services. NCL provides corrosion consulting to numerous industries including oil and gas, marine, power generation, defense, gas-utilities, civil and municipal agencies. With considerable growth goals over the next five years this is a unique opportunity for the right candidate to make a significant impact at Norton Corrosion Limited.

RESPONSIBILITIES:

1. Extensive travel required to develop and maintain customer relationships.
2. Promote and sell company products and services.
3. Develop areas of growth in accordance with the company strategic plan.
4. Initiate the development of quotes, proposals, and contracts with the inside team.
5. Maintain client contacts and opportunities within a CRM software.
6. Update management of current sales opportunities and potential contracts.
7. Assist manager in preparing budgets and forecasts.
8. Provide information as required for marketing studies and evaluation of new products.
9. Represent the company at industry associations.
10. Participate on boards and committees, trade shows, conventions, and training programs.

EDUCATION: High school diploma or equivalent; college degree preferred

EXPERIENCE: Industry sales experience, a proven sales track record and/or equivalent industry work experience. Experience working in power generation, oil/gas, marine or AE sectors is desirable.

CONTACTS: **Internal** - Customer service, factory service, divisional staff, product specialists and product line managers
External – Customers and contractors

ADDITIONAL REQUIREMENTS/SKILLS:

- Must have excellent communication skills
- Must have good organizational skills and the ability to operate with minimal direct supervision
- Extensive travel
- Constant customer contact
- Prefer based in Seattle, Washington or near divisional offices

COMPENSATION:

Base annual salary plus commission, full expenses and benefits

Interested candidates can email their resume to:

Human Resources

b.jimenez@heathus.com

