

SPI, one of the world's leading manufacturers of industrial coatings is currently seeking highly, motivated Sales Account Managers for multiple market areas, both domestic and international. This is an exciting opportunity for the seasoned sales professional(s) with a proven track record who is looking to break into a growing industry. We offer a high growth opportunity that includes a base salary, plus commission, with an excellent benefit package that includes paid medical, dental, vision, life, and LTD insurance, paid holidays, paid sick days, paid vacation and a 401K program with an employer match.

**Position Description:**

Formulate and implement sales strategies for your assigned region. The Sales Account Manager will be the representative facing our commercial customer(s) for all industrial coatings and plural-component spray equipment in the assigned region.

**Requirements & Skills:**

- Customer facing, commercial point of contact
- Strong sales closing and client management skills
- Strong technical ability and organizational skills
- Perform sales & forecasting for future sales in territory
- Ability to prospect for new leads and clientele; increasing revenue for assigned area
- Previous experience with industrial coatings, or insulation industry
- Excellent verbal and written communication skills

**Qualifications:**

- Minimum 5 years experience in sales capacity
- Proven closer
- Knowledge of ACT CRM system
- Must be able to travel
- Must have clean driving record with valid driver's license

If you are a serious candidate please send your cover letter & resume to: [hr@specialty-products.com](mailto:hr@specialty-products.com)