



ALBERDINGK BOLEY

Alberdingk Boley is an innovative water-based polymer manufacturing company and an independent supplier to the Paint, Adhesive and Coatings Industry. As a globally operating medium-sized company with more than 500 associates worldwide, Alberdingk Boley has been a flexible and reliable partner to our customers for more than 250 years. Headquartered in Greensboro (NC), Alberdingk Boley Inc. is a fast-growing company with excellent brand recognition serving customers in the Americas with local manufacturing capabilities and a dedicated technical and commercial team. Our environmentally friendly binders are used to refine, refurbish, bind and protect surfaces. Our product portfolio consists of state-of-the art water-based polyurethane, acrylate, UV-curable dispersions as well as specialty resins and oils that are used for a variety of substrates such as wood, concrete, metal, paper and natural and synthetic leather.

Technical Sales Manager- West Coast

Alberdingk Boley Inc. is expanding their sales force and seeking a Technical Sales Manager for West Coast US territory. The position is responsible for managing and servicing existing accounts on technical and commercial level. This individual will also provide technical support to customers regarding the application of Alberdingk Products and Services primarily through individual knowledge and by working with our technical staff. This person is the link between our strong technical team and the customers. The Technical Sales Manager identifies and obtains new business, either by using standard products or actively driving new development projects.

Specific responsibilities include:

- Achieving or exceeding specific sales dollar and volume gross profit goals
- Ability to identify potential growth opportunities within existing accounts and territory
- Ability to successfully manage new product developments with technical team
- Extensive knowledge and skill in overall sales process, preparing for customer calls, anticipating customer needs and working through customer issues
- Utilize BCM, MS Access database and ERP data system to manage accounts
- Ability to manage competitive situations effectively
- Must be able to communicate efficiently with customers about pricing and past due accounts.
- Access information about market activity and identify prospective accounts in territory using multiple sources to achieve future sales objectives
- Work collaboratively with Technical Services, Purchasing and Logistics to ensure Alberdingk meets customer needs.

Desired Skills & Experience:

- Prefer technical formulation experience or experience in water-based resin technology, or
- 5 or more years of resin industry experience including a track record of previous sales success in paints, adhesives & coatings industry
- B.S. degree in Chemistry a plus
- High level of self-motivation, self-direction and self-discipline
- Excellent written and verbal communication and strong interpersonal skills
- Willingness to travel overnight 60% average per week

ABI offers a competitive salary, bonus and a benefit package including 401K, health, dental, vision and life insurance. We are an equal opportunity employer.

Please send resume to: abihr@alberdingkusa.com

Alberdingk Boley, Inc.

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