Technical Sales Representative (TSR)

MiniFibers, Inc. is seeking an experienced Technical Sales Representative (TSR) to support our customers in our North American region (Canada, USA, and Mexico). The position is responsible for developing relationships with customers and growing accounts through the promotion and selling of the company’s products.

Our continued growth has allowed us an opportunity to add a TSR. If you’re looking to join a highly qualified, successful sales team with a family run and growing organization, this may be the job for you!

We are an Equal Opportunity Employer that has been in business for over 50 years. If you’ve got the experience and a motivated attitude for success, send a resume to cfeenor@minifibers.com. You may visit our website at www.minifibers.com to learn more about who we are and what we do.

What We offer:
- Competitive compensation
- Paid vacation and Holidays
- Health, dental and vision insurance
- 401(K) plan with company match
- Opportunity for career stability

Purpose of the Role:
The purpose of the TSR role is to lead critical business activities relating to the commercialization and sales of various types of fibers into the filtration and nonwoven markets. It is a high visibility sales position and the primary contact for our customers in the optimization, development, and commercialization of filtration and nonwoven projects.

The TSR will work with a broad range of manufacturing and technical resources, both internally and externally, to support achieving objectives. This person will also lead the day to day communications with our customers, subsequently working with internal technical team members to identify, to develop and commercialize new opportunities.

Responsibilities:
- After receiving functional guidance from the technical department, analyze data and provide insights and recommendations to customers and prospects.
- Plan and carry out projects, with direction from management, using active communication and documentation of sales efforts in ACT! CRM.
- Deliver on project objectives in the initiation, design, development, and optimization of Nonwoven and Filtration markets, utilizing functional guidance from the technical department.
- Seek, recognize, define, and solve problems to achieve unit objectives. Identify complex technical issues to determine root cause, develop and recommend solutions.
- Develop sales plan for assigned territory including recommended accounts, product sales volumes, and pricing. The plan includes call allocation, account potential analysis, and sales budgeting.
- Enter and maintain opportunities, and customer/prospect contact information, in ACT! in a timely fashion.
- Maintain advanced travel itinerary in Outlook and ACT! in a timely fashion.
- Grow sales dollars and volume, while optimizing profitability, by:
  - Delivering on commercialization of nonwovens and filtration opportunities.
  - Developing and maintaining strong customer relationships.
  - Providing technical customer assistance, as able.
  - Conducting and concluding negotiations with customers.
  - Delivery of accurate reports and territory analysis in a timely manner.
QUALIFICATIONS:

- Candidates must possess a minimum of a Bachelor’s Degree from an accredited College or University.
- 2-4 years of experience in a nonwovens technical function or related technical function (technical textiles, fibers, etc.) preferred, with an understanding of the materials and processes within the nonwoven and filtration supply chain.
- Good understanding of nonwovens, nonwovens manufacturing processes, and the nonwovens supply chain.
- Good understanding of filtration, filtration manufacturing processes, and the filtration supply chain.
- Ability to travel 50-60% of the time throughout United States (some International travel is possible).
- Ability to obtain a valid passport (for international travel).
- Must have a valid driver’s license with a clean MVR and meet the requirements of the Company Vehicle Policy.
- Demonstrated success in delivering against business-critical objectives.
- Demonstrated success in working as a team player with both internal and external colleagues.
- A demonstrated ability to work independently, or as part of a team, to complete projects within required timeframes.
- Excellent verbal and written communication skills.
- Strong presentation, organizational, and time management skills.
- Must be adaptable to have the ability to work well in a fast-paced environment with varied work requirements.
- Proficient in the use of MS Office (Outlook / Word / Excel)
- CRM Skills (ACT!, Salesforce, etc.)

LEADERSHIP COMPETENCIES:

- Self-motivated, strategic-thinking professional with a passion for identifying opportunity and developing business solutions.
- Ability to demonstrate business development success and a history of sales growth.