

Business Development Specialist

We are looking for an industrial coatings specialist that can transition into a marketing and business development role that involves outreach to engineers, contractors and end users. You will be working in and around the Houston area to accomplish our goal of improving industry standards.

Responsibilities

- Build one-on-one relationships with industrial coatings contractors and engineers through outreach efforts that include sales and marketing tactics.
- Be able to assess contractors' needs of potential clients.
- Be able to present cost saving analysis to potential clients.
- Be able to present our product to potential clients.
- Assist in developing strategy with varying tactics to improve industry standards.
- Work with existing contractors and potential contractors to develop a contractor base. Assist in recruiting and developing workforce to meet labor demands.
- Be able to work with potential partners to ensure quality work standards.
- Have good presentation skills.
- Perform administrative tasks including but not limited to maintaining databases, producing materials and correspondence.
- Ability to read and comprehend bid documents.
- Will serve under the direction of the Director of Marketing.
- Any other duties/tasks as assigned

Candidate characteristics

- Strong preference for individuals with previous marketing experience and industrial coatings experience.
- Strong preference for individuals with management or leadership experience.
- Strong preference for someone that is bilingual and literate in English and Spanish.
- Strong preference for individuals who are familiar with the industrial coatings community and landscape of Houston.
- Strong coalition-building and facilitation skills across a diverse set of organizations and constituents.
- An ability to manage multiple tasks and projects simultaneously and meet established deadlines.
- Strong written and verbal communication skills.
- Willingness to work some weeknights and weekends.
- Willingness to respond promptly to emails, phone calls, and other forms of communication.

Salary based on experience. Full healthcare, retirement, company vehicle, for work use, cellphone and laptop provided. If interested in the position please send a resume and three references to

HoustonFSN@gmail.com