

Name: JONES-BLAIR Company (Neogard Division)

Position Title: Business Development Manager

Position Location: Corporate Headquarters in Dallas, TX

Revenue: Annual Sales estimated between \$50 to 100 million

Operating Locations: US Ownership: Private

Websites: www.neogard.com www.jones-blair.com

Company Overview:

Neogard, a division of Jones-Blair Company is a leading North American producer of elastomeric coatings used in commercial construction. With over 45 years of history in polymeric coating technology, and over 80 years in the coatings industry, Neogard has no equal in experience. NEOGARD products are specified on the most prestigious projects in the world by leading architects, engineers, and consultants. Our credentials include numerous certifications from internationally recognized organizations such as Underwriters Laboratories, Factory Mutual, and many regional and local authorities. Our record of longevity and growth speaks volumes about our accomplishments. Our products are used in waterproofing, roofing, and flooring applications within the construction and maintenance of commercial and industrial buildings. Neogard offers its products through a network of distributors throughout North America.

Opportunity: Business Development Manager

Neogard has a career opportunity for an experienced Sales & Marketing professional to join our expanding team in the newly created role of Business Development Manager. The Business Development Manager will report directly to the General Manager while working closely with all departments to investigate opportunities peripheral to NEOGARD's active markets and create programs aimed at penetrating those target markets. The successful candidate will bring a proven track record of identifying business opportunities and getting them to market.

Position Responsibilities:

- Assists in developing Marketing Plans for NEOGARD's active markets,
- Investigates target markets peripheral to NEOGARD's active markets and creates Marketing Plans and Programs aimed at penetrating the best opportunities,
- Works with others to fill product or program holes within all our served markets,
- Looks for Private Label opportunities both from the perspective of products we can bring in under the NEOGARD label as well as those Jones-Blair can manufacture for others under their label,
- This is a highly detail-oriented and collaborative position that requires equal parts planning and execution.

Experience & Education:

- Bachelors Degree required, MBA preferred.
- Minimum of 5 years sales experience. Sales or Marketing Management experience a plus. Must have prior sales experience in construction products, and industry specific knowledge. Coatings experience is preferred. Roofing industry experience is a plus.
- Demonstrated success in solving complex sales problems.
- Excellent oral, written communication and presentation skills.
- Solid analytical, critical thinking, time management, and organizational skills.
- In depth knowledge of marketing principles and practices. Demonstrated experience in preparing Market or Strategic Sales Plans. Past P&L responsibility is a plus.
- Frequent travel requirements up to 50% throughout North America. International travel at times but not typical.
- High proficiency in MS Office a must. Experience with Visio, MS Project, and other advanced computer skills a plus.
- Any Business Development professionals that are the very best in their industry, live in and love Dallas, need a new challenge, and have a strong desire to work in the construction coatings industry are encouraged to apply.