

Name: JONES-BLAIR Company (Neogard Division)

Position Title: Sales & Technical Associate

Position Location: Corporate Headquarters in Dallas, TX (during training period only. Position will relocate)

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: Sales & Technical Associate **(this position may be filled by recent college graduates or 4th Year Interns)**

This is an excellent opportunity for a self starter with the ability to succeed in business to business sales environment. Program will expose the Associate to what goes on inside a Sales, Marketing, and Technical Product Manufacturing organization. The program goal is to develop the Associate trainee to become a long term high achiever as an Outside Sales Representative in the commercial construction products arena. **Job Location(s):** First year: Dallas, Texas. Candidate must be open to relocate to outside sales territory within continental U.S. upon completion of training program.

Position Responsibilities:

- Responsible for handling increasingly complex projects in the area of Sales, Marketing, Technical Support, and Product Management as part of the Sales & Technical Associate Program.
- Support the existing company sales force, the established customer base, as well as the managers and staff throughout NEOGARD.
- Solicit sales prospects, research sales opportunities, and track sales leads.
- Attend various Trade Shows and travel with NEOGARD field sales to accelerate your learning.
- Perform as an understudy to an established NEOGARD Regional Manager, to provide support based on the needs of the company, for final transition into an outside sales role.

Career Progression: This is a career track position with the potential for management opportunities at headquarters after 5-10 year successful Neogard sales career.

Travel: Up to 25% as a Sales & Technical Associate. After becoming Outside Sales Representative expect overnight travel of up to 50% or more, on occasion.

Experience & Education:

Recent college graduate with a Bachelors Degree or 4th year student intern.

Recent graduates or student interns with a major in the following disciplines may be a good fit for this program: Business Administration * Construction Management * Marketing * Finance * Construction Engineering Technology. (Note: This is not a conclusive list.)