



## **Technical Sales Representative (TSR)**

CIMCOOL brands have been recognized as the technical leader in metalworking fluids since 1947, when CIMCOOL fluids were first introduced at a major trade show. Providing unparalleled technology and service, no other company offers the performance value of CIMCOOL metalworking fluids.

CIMCOOL Laboratories continue a tradition of developing new technologies that are on the cutting edge of continuous improvement for the manufacturing industry. CIMCOOL scientists are globally located in R&D Centers of Excellence to better serve our customer's needs. Their combined knowledge and application expertise contribute to performance and value our customers have come to expect.

Key performance areas

In addition to attracting new clients and opening new markets for CIMCOOL products, the Technical Sales Representative develops new sales opportunities and optimizes existing accounts to increase product market share and new product introduction. The role covers a territory, and requires a self-motivated, results-oriented sales professional with a strong technical aptitude and a passion to succeed.

Additionally, the Technical Sales Representative will:

- Maintain relationships with current customers and channel partners
- Evaluate current and prospective distributors in the territory and develop territory strategy recommendations for the Regional Sales Managers
- Interact regularly with CIMCOOL's customers
- Identify opportunities and deliver results
- Maintain regular contact with assigned authorized distribution to promote, train and encourage the sale of CIMCOOL products
- Grow sales and profitability for the Company
- Identify opportunities and deliver results
- Meet goals for sales volume, Administrative, Sales expense and product sales

Through testing and evaluation of customer and prospect applications, you design solutions and programs for any metalworking fluid-related production problems customers or prospects may have, and when necessary, present productivity improvement suggestions that highlight the proper application of CIMCOOL's value-added products.

This is a field based position, location flexible within the territory.



Besides possessing a strong technical aptitude in machining and tooling, the Technical Sales Representative must have 1-2 years of machining applications or point of cut sales experience in the metalworking industry. Prior experience within a machine/manufacturing environment is preferred. You also possess a minimum of a Bachelor's degree or equivalent experience.

You have a consultative mind-set and are comfortable working with customers from the shop floor to senior management. You recognize that cultivating effective partnerships with our customers and delivering solutions that meet their current and future demands is essential to continued growth and success. You should possess a demonstrated ability to work independently from a home office, supporting industrial customers in an assigned territory. Additionally, you have a well-developed ability to prioritize, follow up and conclude deals.

The Associate Technical Service Specialist/Associate District Manager should also possess:

- Technical aptitude
- Excellent communication and interpersonal skills
- Strong Computer and MS Office skills
- Ability to travel up to 50%
- Have experience in the metal working industry with tooling, coolant, machining, materials, operations, or maintenance
- Work responsibly on your own and as part of a team
- Easily develop productive relationships with clients and prospects and with stakeholders throughout the company
- Are comfortable working with cross-functional teams
- Accurately understand manufacturing applications and the role metalworking fluids plays in the process
- Ability to handle technical processes, data gathering, data analysis and technical sales processes

Benefits - CIMCOOL offers a comprehensive total compensation package including a competitive benefits package of health, dental and disability insurance, and a 401(k) retirement savings plan. In addition, we provide opportunities for professional competence development and training, as well as opportunities for career advancement.

If interested in this position, please email a resume and cover letter to Mary Cox – [mary\\_cox@milacron.com](mailto:mary_cox@milacron.com).