

“Our vision is to be seen and felt on wood all around the world.”

It is our mission to be the leading coatings partner for all wood and wood related surface needs and solutions. We add sustainable value for all our customers through our highly engaged people and by being at the forefront of innovation.

FEYCO TREFFERT derives from FEYCO AG and the TREFFERT Group. Two former sister companies with over 100 years of experience in providing coating solutions for wood.

- With locations in Germany, Switzerland, China, Malaysia and the USA,
- 300 over dedicated employees worldwide,
- we produce more than 30,000 tons of coatings per year
- for over 9,000 customers.

The FEYCO AG and the TREFFERT Group are part of the Looser Holding AG, an international industrial holding company headquartered in Arbon, Switzerland.

Our production facility in **Charlotte, North Carolina** is seeking a team player for the following position:

Sales Manager US

Responsibilities:

- Develop and drive the sales action plan to achieve sales targets and deliverables.
- Grow new markets, establish leads and explore innovative plans with a focus of penetrating further in new business channels.
- Ensure existing business results and service delivery; maintaining retention rate for existing customers.
- Client relationship management to strengthen network and information assimilation in order to build steady flow of business.
- Identify customer business needs and offer solutions suiting their specific requirements.
- Manage key accounts in order to achieve business objectives, sales targets and facilitate smooth client service.

Requirements:

- Must have 3-5 years of strong sales (B2B) experience, preferably in coatings, chemical or door/furniture manufacturing industries.
- Exceptional sales skills with proven customer sales success.
- Self-driven with good communication, inter-personal skills and structured working style.
- Proficiency in Word, Excel, Powerpoint and Outlook.
- High mobility and flexibility

What we offer:

- An open, cooperative and dynamic work environment.
- Ongoing training and development to enhance technical abilities and build consulting, leadership and management skills.
- An international network with exceptional opportunities to travel, work and learn.

Interested candidates are encouraged to send in their resume to the following address:

Attn.: **Wanda Smith, Group Corporate Affairs**
TREFFERT Coatings US, Inc.
wanda.smith@feycotreffert.com / +1 (704) 588 5812

Closing Date: **30 January 2016**

(Only shortlisted candidates will be notified.)