

Job description: Architectural Representative

KOSTER American is a subsidiary of KOSTER BAUCHEMIE and is thereby part of an international network of 24 companies which are active in 47 countries. Established in 1992, KOSTER American has developed a strong background in moisture control in the US market. KOSTER American's product portfolio also covers among others the fields of basement & containment waterproofing, floor coatings, crack injection, concrete protection & restoration, waterproofing against rising damp and facade waterproofing. KOSTER is the recognized industry leader for high performance Vapor and Waterproofing products synonymous with innovative product systems and the highest standards of customer service. As a global business partner, our employees benefit from competitive salary and benefits packages, ongoing training and development, and a culture that fosters team-oriented actions and growth. Further information about KOSTER is available on our website: www.kosterusa.com

In order to promote the sales of our Moisture Control and Waterproofing products, KOSTER American is seeking to employ an Architectural Representative.

This position is based in Virginia Beach, Virginia but traveling (including nights and weekends) throughout the US will be required of the holder of this position.

Your Position:

- *Identify and secure KOSTER Moisture Control and Waterproofing product specifications with Architects, Designers, and Specifiers*
- *Support the KOSTER Sales Representatives in the identification and support of key contractors involved with major specified projects in assigned geographic market*
- *Exhibit at regional and national Architectural tradeshow, develop effective tradeshow displays, print advertisements and direct mail pieces with support from Marketing*
- *Be technically proficient in waterproofing and moisture control systems*

Qualification:

- *Minimum 3 years Architectural/Specification selling experience*
- *Experience with concrete moisture control and waterproofing products preferred*
- *Familiar with architectural specifications, construction design elements, and able to confidently make technical recommendations*
- *High levels of energy and enthusiasm, customer driven and professional*
- *Able to make sound business decisions and possess the ability to close a sale*
- *Excellent communication, organizational, listening, and interpreting skills*
- *Able to present confidently to large groups*
- *Proficient in MS Office, CRM, Email, and Internet communication*
- *Must be able to travel over-night up to 70% within assigned geography*
- *Education: College degree preferred*

Interested Candidates:

Please send your resume by email or postal mail to the following address:

KOSTER American Corporation

Mr. Basil Mewes

President

2585 Aviator Drive

Virginia Beach, Virginia 23451

basil@kosterusa.com