

## **Job description: National Sales Manager - Waterproofing Products**

*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 mitigation 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 and restoration, waterproofing against rising damp and facade waterproofing. In the industry, we are known as high tech and high quality. Further information about KOSTER you can find on our website [www.kosterusa.com](http://www.kosterusa.com)*

*In order to promote the sales of our waterproofing products, KOSTER American is seeking to employ a National Sales Manager - Waterproofing Products.*

*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:**

*The sales department is responsible for managing the sale of KOSTER American products in the US and Canada. The National Sales Manager - Waterproofing Products reports to the National Sales Manager.*

### **Tasks include:**

- *Setting up and executing a marketing plan for the waterproofing product line including trade shows, advertising, literature and personnel.*
- *Organizing, directing and maintaining an external sales force consisting of independent representatives and product distributors.*
- *Training reps, distributors and applicators in the sale and application of KOSTER waterproofing products.*
- *Holding sales/product presentations to architects and engineers on KOSTER waterproofing products.*
- *Holding sales presentations and product demonstrations to contractors, engineers and end users on KOSTER waterproofing products.*

### **Qualification:**

- *Bachelor's degree in Business Administration or acceptable, equal 4 year degree.*
- *Work experience in this field and/or practical professional training is ideal.*
- *Further scientific experience is advantageous.*
- *Knowledge of waterproofing systems and application/installation procedures is a must.*
- *Must be people oriented.*
- *Ability to work independently without close supervision.*

### **Interested Candidates:**

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

*KOSTER American Corporation  
Mr. Basil Mewes  
2585 Aviator Drive  
Virginia Beach, Virginia 23451*

*[basil@kosterusa.com](mailto:basil@kosterusa.com)*