



# CAREER OPPORTUNITY

## TECHNICAL PRODUCT SPECIALIST

### INDUSTRIAL COATINGS

#### JOB SUMMARY

To serve as a subject matter expert for industrial coatings. To work in conjunction with the Manager, Corrosion Solutions to ensure that agreed upon sales quotas and customer requirements are met.

#### EDUCATION

- Bachelor's degree in Chemical, Mechanical or any other engineering field.
- Technical qualifications such as NACE Level 1/AMPP.
- Sales Training / Certification.
- 5 CXC/CSEC passes including English, Chemistry and Mathematics.
- Proficiency in Microsoft Suite.

#### EXPERIENCE

- Minimum of (3) years' working experience with Coatings or Industrial Sales. Or any equivalent combination of qualification and experience.

#### OTHER

- Exhibits a dynamic and engaging personality that positively contributes to the work environment.
- Must possess excellent written and verbal communication skills.
- Demonstrates the ability to collaborate effectively as part of a team, contributing to shared goals and organizational success.
- Assists with the development and execution of annual action plans, effectively manage accounts, and sustain profitable margins.
- Strong negotiation, CRM proficiency, and ability to build technical professional relationships.
- Demonstrates strong problem-solving skills with a customer-centric approach, consistently maintaining a sense of urgency while effectively advocating for customer needs.
- Must own a road worthy motor vehicle and have a valid driver's license.
- Ability to lift and/or move up to 50 lbs.
- Ability to drive for long periods of time.

#### FUNCTIONS, DUTIES AND RESPONSIBILITIES:

- Evaluate and source new business opportunities.
- Keep abreast of changing market and customer requirements and assist with development of strategies to address.
- Work with Manager – Corrosion Solutions to develop annual business plan.
- Establish and maintain excellent working relationships with customers.
- Maintain regular contact with customers to ensure the sale and marketing of industrial coatings.
- Assess job/project specifications and make recommendations to customers as required.
- Prepare costing and technical calculations for projects.
- Follow up on customer orders and assists in the collection of payments.
- Keep customers informed of new products and technological developments.
- Continuous gathering of market intelligence and monitoring competitors' strategies, such as pricing, promotions, etc.
- Demonstrate clear product/technology expertise to confidently serve as the field-based expert in the assigned product lines.
- Liaise with Purchasing department and operations to follow-up on the ordering and receipt of goods, as needed.
- Conduct product demonstrations as required.
- Logging and updating leads on Salesforce.
- Ensure adherence to all management systems including, ISO 9001:2015 and OSH with an understanding of the company Quality and Environmental policies and procedures.
- Perform any other job duties as required by the job function.

**Applications must be emailed to [talent@roscompro.com](mailto:talent@roscompro.com) by Friday 15th May, 2026 or hand delivered directly to the office of the HRM; Point Lisas location.**  
Please include email subject: **TECHNICAL PRODUCT SPECIALIST – INDUSTRIAL COATINGS**