



<b>Job Title: Technical Sales Representative (TSR)- Atlanta Area</b>	
<b>Department: TERM Barrier Division</b>	<b>Report To: Technical Sales Manager- Barrier Division</b>

**Position Overview:**

As the sole sales representative in an assigned area of GA, NC, SC, the Technical Sales Representative (TSR) is responsible for the representation of our systems / products with specific focus on the specifying and architectural communities.

**Estimated time spend:**

60% Specifier/Architectural Sales Calls

20% High End Home Builders/Contractors

20% Job Sites/Project Work for the Division

**Essential Job Functions:**

- A TSR needs to understand our systems, their application and use, the conditions in which they are used, applicable codes and requirements for use criteria.
- A TSR needs to be able to install our systems, demonstrate the installation of our systems and teach the installation of our systems.
- The ability to diagnose problems, preferably prior to them happening, and the ability to provide solutions and solve problems are key roles of this position.
- Needs to learn Building Science principles particularly those that deal with terminations, transitions and penetrations (where systems meet), and articulate that clearly and concisely on a regular basis.
- Needs to understand our competitors, and articulate the features, advantages and benefits of our product lines.
- Conducts "Basic" Level One Training / Education. Demonstrates products by using samples, videos and customized demonstrations to emphasize unique Polyguard features and application techniques.
- Will utilize project tracking software to identify and pursue Architects, Consultants, Engineers, General Contractors, Waterproofing Contractors and Air Barrier Contractors and the projects they collectively work on.
- Will work on tech notes, data sheets, product improvement, testing and other projects to support the overall divisional business as directed.
- This is a sales role; however, technical support is a large portion of it. TSR should be comfortable on a job site setting as well as working directly with the General Contractors and Sub-Contractors.
- Works within assigned expense budget.

**Requirements:** Bachelor's degree in a related field or equivalent, and/or a combination of education and experience calling on the Architectural Community.

Must demonstrate the ability to learn:

Project Tracking

Closing the Sale

Providing Installation Supervision

**Other Skills/Abilities:**

- Must have a strong team orientation
- Must have a hands-on, can do attitude
- Must be a self-starter who thrives on limited supervision
- Construction or handyman skills is preferred
- Good skills in Microsoft Word, Excel, Power-point and Outlook is preferred
- Must have good organizational skills
- Must be detail oriented
- Must have good communication skills

**NOTE: This job description is not intended to be all-inclusive. Employee may perform other duties as assigned.**

**History of the Term Division**

TERM Barrier, the latest innovative division of Polyguard Products, started selling waterproofing membranes with the added benefit of termite exclusion built into the membranes in 2014. TERM has taken the 48 years of waterproofing excellence of the Polyguard Products and improved the membranes for residential and commercial construction. We are science based with over 20 years of testing to exclude water, air, termites and pests, all without the use of pesticides.