



Job Title: Sales Representative

Location: Englewood, Ohio, USA

Company: NAWAH US, Inc.

Employment Type: Full-Time, Exempt

About NAWAH

NAWAH stands at the forefront of architected nanomaterials, leveraging the unique potential of vertically aligned carbon nanotube (VACNT) technology. Our materials are opening new horizons in next-generation composites, fuel cells, and electrolyzers.

From our facilities in Rousset (France) and Dayton, Ohio (USA), we design and manufacture innovative solutions that are shaping the future across a wide range of industries.

ABOUT THE POSITION

The sales representative of Nawah is the commercial contact for clients in its sectors (sports, boating, etc., excluding aerospace). This role is responsible for revenue growth through the development of new business and the establishment of strong relationships with clients.

In collaboration with the Sales team in the US and France and managed by the Sales Development Manager, the sale representative:

- Make our innovative products known to industrials in the targeted markets.
- Serve as the first point of contact for all customer needs, requests, issues, and concerns.
- Increase sales and revenue by identifying and capitalizing on new business opportunities.
- Focus on finding new clients and developing existing relationships.
- Understand and effectively articulate technical information about Nawah products.

Sales and Business Development

- Identify and target potential clients in key industrial segments outside of aerospace.
- Develop and implement territory sales strategies to meet or exceed targets.
- Conduct market research to identify new opportunities and industry trends.
- Represent Nawah at trade shows, conferences, and industry events.
- Develop accounts by creating strategies to maximize revenue.
- Act as a point of contact for new clients, new markets, and new business.
- Manage quotes, proposals, and communication with decision-makers.
- Establish and maintain relationships with the Nawah US and Nawah France teams.
- Proactively seek and close new business.
- Collaborate with technical representatives to ensure product innovation and competitiveness.

Customer relationship management

- Establish strong and lasting relationships with clients.
- Conduct regular visits and meetings to understand the clients' needs.
- Respond quickly to requests, concerns, and complaints with professionalism.

Product knowledge and technical expertise

- Develop a deep understanding of Nawah products.
- Provide initial technical advice to clients.
- Collaborate with the technical team to support client applications and product performance.

Sales presentations and negotiations

- Prepare and deliver persuasive presentations and product demonstrations.
- Negotiate contracts, prices, and terms of sale.
- Prepare and submit sales forecasts and reports in a timely manner.

ABOUT YOU

- Bachelor's degree in business, chemistry, engineering, or a related field (or equivalent experience).
- Over 5 years of experience in B2B sales, preferably in the plastics or composites industries.
- Open-mindedness and flexibility necessary for bringing a disruptive innovation to market.
- Proven track record of meeting or exceeding sales targets.
- Strong skills in communication, negotiation, and presentation.
- Aptitude technique with the ability to understand and explain complex products.
- Autonomous, results-oriented.
- Ability to travel up to 50%.

WHY APPLY?

- To join a dynamic and innovative company with a dual culture, French and American
- To participate in a challenging project for the market launch of a disruptive innovation.
- For the attention given to the well-being of employees,
- For competitive compensation with commission based on results.
- To enjoy a comprehensive set of benefits: medical, dental, vision insurance, life insurance, and a 401(k) with company contributions.
- 20 days PTO
- To have a significant impact on the industry of tomorrow.

Salary transparency range:
\$95,000 - \$120,000

Interested? Send your updated CV to: jobs@nawah.us