



**Job Title:        Technical Sales – Brazil and Mexico**

**Location:**        UK Head Office in Farnham, Surrey (45 minutes from Heathrow) but travelling regularly to the target territories once fully trained. Possibility to be located in our Rotterdam factory (30 minutes from the airport).

**Job Purpose:** To significantly develop direct OEM sales in Brazil and Mexico (possibly other territories in Central and South America in the future)

**Reports to:**     Director of Marketing and Technology, based in UK

**The Company and the Opportunity**

Plascoat Systems Ltd, part of a \$50m private group, International Process Technologies Ltd, based in UK. Plascoat is the leading international supplier of thermoplastic coating powders for the long term corrosion protection of metal.

The company sells 50% into Europe and 50% to N.America, S.America, Middle East, Far East and Australasia from two manufacturing locations in the UK and the Netherlands. The business/sales and technical “engines” are located in the UK, whilst the Netherlands is the larger manufacturing site.

Plascoat has been supplying thermoplastic coating powders to North America for over 20 years and now services all customers directly from the Plascoat Customer Service operation in Virginia Beach, supported by strategic stocks located across the North, East and West Coast of the USA.

Plascoat has also been supplying for a number of years, but in relatively smaller quantities, to a few key customers in Brazil and Mexico.

The Company now wishes to appoint a science graduate (polymer/chemistry or similar) with excellent Portuguese and Spanish language skills to rapidly grow direct sales to OEMs in Brazil and Mexico, focussed on specific markets : fencing, white goods, oil + gas, infrastructure/street furniture, playground, water, and marine. See [www.plascoat.com](http://www.plascoat.com) for the range of applications. Significant training will be provided in our Technical Centre prior to moving into a more commercial role.

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