

**Northern Coatings and Chemical Co.**  
**Sales/Technical Service Representative**

We are seeking to expand our staff with a Sales/Technical Service Representative.

Northern Coatings and Chemical Company is a manufacturer and supplier of innovative product finishes for metal, plastics and wood, including solventborne, waterborne and solvent free liquid coatings, as well as many specialized custom formulated coatings. Our customer base includes many international Fortune 500 corporations, as well as regional manufacturers. We are located in Menominee, Michigan, about 50 miles north of Green Bay, Wisconsin on the west shore of Lake Michigan in the Upper Peninsula. Great small town atmosphere with lots of opportunities for outdoor recreation nearby.

The primary responsibility of this position will be interacting with potential, new and established customers with respect to new business opportunities and providing customer assistance when necessary with existing products. This will involve travel to visit new and current customers, as needed.

Candidate should have a bachelor's degree or equivalent of 5+ years of field experience in sales/marketing/technical service. Knowledge of and experience with coil coatings, metal pretreatment, and product finishing are strongly preferred. Knowledge of relationship of environmental regulations with coatings and color technology are desired. Background in physical science, particularly related to coatings and polymers, is helpful. Strong problem-solving and communication skills are required.

Candidate must have good people skills in interacting with customers and company personnel, and be comfortable in working both in an office environment and traveling to customers.

Compensation for this salaried position is based on qualifications of the applicant. Health insurance and excellent retirement benefits are provided.

For questions or inquiries, please call Mark LaValley at 906-863-2641 or email [mlavalley@northern-coatings.com](mailto:mlavalley@northern-coatings.com) . All inquiries will be kept in confidence.