

XlynX Materials Inc. seeks Technical Sales Representative

XlynX Materials (pronounced “Ex-Links”) is a specialty chemical company developing novel diazirine-based crosslinking molecules to address composite materials challenges and enable bold new applications. (For further information see our website: [xlynxmaterials](http://xlynxmaterials.com))

Capitalizing on technology developed at the University of Victoria, XlynX has developed a line of novel molecular adhesives and primers capable of covalently bonding “impossible to bond” polymers such as polyethylene and polypropylene.

We are an early-stage chemical manufacturing firm based in Victoria, BC, and are seeking a dynamic *Technical Sales Representative* to spearhead sales of our growing portfolio of exceptional new chemicals.

The company has a dedicated team of scientists, a growing IP portfolio, and modest early sales to an array of large global customers.

The Technical Sales Representative will:

- Follow up on leads and qualify new potential customers
- Work with the R&D team to address customer questions and solve problems
- Prepare sales quotations and service contracts
- Assist the marketing team with preparation of marketing information and tools
- Follow up regularly with all prospects and customers
- Convert potential customers into buyers
- Some travel will be required to attend trade shows and visit customers

The Technical Sales Representative will bring a combination of science/chemistry knowledge and people skills/business acumen to the position. Qualifications for this position include:

- 5+ years of proven sales experience, particularly technical sales – strongly preferred
- A degree(s) in chemistry or chemical engineering – strongly preferred
- Outstanding communication, relationship, and customer service skills
- Strong technical and computer skills
- Self-motivated and able to work independently while functioning as an integral part of a team
- A strong focus on customer satisfaction and a good listener
- Creative problem-solving ability
- A second language would be an advantage for working with our international customers
- Training or work experience in business administration an asset

To apply on this exciting opportunity, please send your resume and cover letter to our Recruiter Sarah Elliot at: sarah@sjemploymentsolutions.com

We would like to thank all applicants for their interest, please note only those selected for an interview will be contacted.