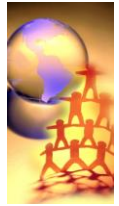


THOMAS BROOKE INTERNATIONAL

www.thomasbrooke.com

Recruitment & Organizational Design Solutions for the Coatings & Chemicals Industry



Sales Director – Marine & Offshore Markets (Protective Coatings)

Global manufacturer with strong brand recognition in heavy-duty protective coatings seeks a savvy, high-energy, Director of Sales with salt in the veins to drive sales in the US marine & offshore coatings segment, where the Company presently has much less visibility than in its core business.

This is a growing market for the Company, and already it is making significant progress, but needs a dedicated, knowledgeable sales leader with vision and passion to develop a championship team. This is a truly entrepreneurial group. Resources are limited but passion for the market is strong; it's not a job for someone who wants to sit behind a desk and manage from a corporate office – it's a high-potential growth opportunity for a field commander who gets out there and leads from the front. Combine your industry credibility and passion with the Company's excellent reputation in related markets, to make a whole that's greater than the sum of the parts.

Through a team of 10, the Sales Director will be responsible for developing relationships and driving both volume and margins with a variety of customers including:

- Offshore drilling companies - new construction and maintenance
- Fabrication yards
- Drilling supply companies
- Offshore boats/barges and lift boats - new construction and maintenance
- Inland river boats - new construction and maintenance
- Inland marine yards
- Offshore oil & gas platforms - new construction and maintenance

Success will be defined in terms of geographic expansion, top-line sales growth, and margins.

To be successful, a combination of experience & qualifications are required:

- Bachelor's degree
- 10+ years sales experience – hunter vs. farmer
- 5+ years sales management experience
- 5+ years in the inland marine coatings industry with a passion for the business
- Demonstrated success building sales & margins and developing/leveraging brand recognition from a relatively unknown position
- Willingness to travel ~50%
- Do-what-it-takes attitude
- Good sense of humor

Salary will depend on experience; plus performance bonus of 25% or more, and excellent benefit package. Location is flexible within the US but Gulf region strongly preferred.

Contact, in complete confidence:

Nicola James

Managing Partner

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