

## Technical Representative – Job Description

**Reports to:** President, P2i Inc.

**Location:** Savannah GA

### Job Purpose

To support P2i's sales efforts by travelling to customer sites, setting up a P2i processing machine, answering questions, and running samples, demonstrations and early production runs for the customer, thereby becoming the early "face" of P2i.

**Key Interfaces:** The Sales Team based in US, the Master Tech Rep based in the US, the Applications Team based in UK, and Customers

**No. of Direct Reports:** None

**No. of Indirect Reports:** None

### KPIs

- Process customer samples to agreed specifications and timescales
- Ensure consistency with UK applications group in procedures and technical performance
- Assist with the closing of business, and ensuring customer satisfaction throughout trial and demo process
- Respond to all customer technical enquiries and requests for demonstration in a timely manner.
- Meet performance review objectives

### Key Tasks

- Travel extensively across the USA to potential customer sites, with a series of temporary assignment lasting from 3 days to a month. These will involve installing and operating P2i equipment, liaising with the customers technical staff and managing early customer trials and expectations
- Maintain comprehensive and accurate records of all processing
- Support the P2i Sales Managers during customer visits and presentations
- Assist in the roll out and installation process once a customer commits to a permanent P2i installation
- Support the Company's trade show activity
- Support the Company's US-based processing operations during lulls (if any) in potential customer site activity

### Key Skills

- Able to assimilate and disseminate technical information in timely manner
- Microsoft Office (good working knowledge of PowerPoint, Excel and Word)
- Ability to work with professionalism in an extremely fast paced, rapidly changing environment.

### Key Attributes

- Enjoy extensive travel
- Articulate, extroverted and energetic
- Persuasive

### Essential Qualifications

A degree in Chemistry, Material Sciences or Engineering

**Travel:** Extensive

**Other Duties:** Support operational requirements at P2i processing centers (Savannah GA and Portland OR) when not at customer sites.