



Job Description – Primus Coating Tennessee

Job Title: Sales Representative – Job Coating Services (Independent / Commission-Based)

Location: Tennessee (TN), Georgia (GA), Alabama (AL), Kentucky (KY), North Carolina (NC), South Carolina (SC), Arkansas (AR)

Position Type: Independent Sales Representative (Commission-Based / Contract)

Reports To: General Manager

Position Summary

We are seeking an experienced Independent Sales Representative to support the expansion of our job coating services business across the Southeast United States.

This role is ideal for a retired or semi-retired professional with strong industry connections and a deep understanding of the cutting tools and machining market.

This is an independent, commission-based role, designed for professionals who already have established relationships and are looking to leverage their network.

Key Responsibilities

- Develop new business opportunities within existing industry networks
- Promote job coating services to:
 - Machine shops
 - Cutting tool manufacturers
 - Tool regrinding companies
- Maintain and grow relationships with key decision-makers
- Identify customer needs and align them with coating service solutions
- Support follow-ups in coordination with internal team
- Provide market feedback and competitive insights

Ideal Candidate Profile

- Independent professional (retired or semi-retired preferred)
- Strong background in one or more of the following:
 - Cutting tools (inserts, end mills, drills, taps)
 - Carbide tooling
 - Cutting fluids / metalworking fluids
 - Abrasives (grinding, finishing)
 - Raw materials related to machining

PrimusCoating

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- Existing relationships within machine shops and tooling companies
- Proven B2B sales experience in the metalworking sector
- Strong understanding of machining processes and tooling applications
- Self-driven with a strong commercial mindset
- Excellent relationship-building skills

Compensation:

- Commission-based structure (high earning potential)
- Flexible engagement
- Ideal for professionals looking to monetize their existing network

Application:

If you are interested in this challenging position and would like to become part of our successful team, please send your complete application documents, stating your earliest possible starting date to rodrigok@primuscoating.com



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