



Red Fox Resources® – Job Description

Job Title:	Commercial Buyer	Job Category:	Outside Buyer
Department/Group:	Procurement	Job Code/ Req#:	Job Code/ Req#
Location:	Will cover the territory of Texas, Midwest and the Southeast. Can live anywhere in the region within 50 miles of major airport.	Travel Required:	30 – 50 %
Level/Salary Range:	Salary + uncapped commission commensurate with track record and experience	Position Type:	Full Time
HR Contact:	Tripp Heller	Date Posted:	1/22/2020
Will Train Applicant(s):	Will train on Red Fox processes and productivity tools. Expect detailed product and market knowledge	Posting Expires:	
External Posting URL:	www.redfoxresources.com		

Applications Accepted By: Email

To apply for this position, email a resume and a cover letter with addressing the following topics:

- What drives you in your career?
- How do you determine if you have had a successful day at work?
- Describe your sales philosophy in 140 characters or less.
- How do you describe a successful negotiation?
- Why are you interested in working for Red Fox Resources?

Email responses to Tripp Heller, VP of Procurement -Red Fox Resources: Tripp.Heller@RedFoxResources.com

Subject Line: Red Fox Commercial Buyer

Job Description

ROLE AND RESPONSIBILITIES

The position of Commercial Buyer for Red Fox Resources is a field procurement role in which the Commercial Buyer will spend the majority time in the field negotiating purchase agreements for spent catalyst material.

The primary role of the Commercial Buyer is to generate new industry relationships through finding and procuring emission control components containing reclaimable platinum group metals (PGMs). The position will focus on the following markets/applications:

- Stationary power generation, both backup and prime
- Stationary natural gas compression and irrigation
- Construction equipment dealers and service providers
- Medium and heavy-duty truck & bus fleets and service providers
- Distributors and manufacturers of emission control systems

The daily responsibility of the Commercial Buyer is to find and negotiate the purchase of spent or surplus catalyst material including diesel particulate filters, diesel oxidation catalysts and catalyzed metal foils from

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trucks, buses, construction equipment, generators and natural gas engines for the purpose of recycling and recovering platinum group metals (PGM). The role will be supported by an inside sales team whose responsibility is to help generate leads, maintain existing business relationships, and coordinate logistics of parts acquisitions, shipments, and payments.

COMPENSATION STRUCTURE

The Commercial Buyer will be compensated via base salary commensurate with experience in the field and commission potential based on the profitability from the sourced material. Commissions are not capped and paid monthly. Additional bonuses to be provided for meeting and exceeding defined milestones.

- Expense Account using company provided purchasing card
- Company provided vehicle, cell phone and laptop.

QUALIFICATIONS

The candidate must demonstrate he or she has the following qualifications:

- Ability to clearly understand and communicate the value package of Red Fox Resources both verbally and in writing.
- A proven track record of buying or selling PGM bearing material. Experience cultivating new business is preferred, but the position may be filled by a candidate that has experience in an existing business supporting role.
- Drive, self-motivation, and ability to work independently.
- Drive and desire to generate significant business growth through developing new relationships. The right candidate will be energized and motivated by the need to deliver aggressive growth.
- Capable of managing priorities, meeting deadlines and quotas, and being held accountable for performance.
- Ability and motivation to prepare and present organized weekly updates on progress, challenges, and new ideas.
- Interpersonal skills, enthusiasm, and persistence required to generate new business, foster goodwill with customers, and maintain lasting customer relationships.
- Ability to respond to changes in the marketplace, to overcome challenges or obstacles to meeting goals, and the enthusiasm to work hard to meet business objectives.
- Commitment to taking a data-driven approach to procurement. Red Fox Resources uses the Salesforce.com CRM platform and the Commercial Buyer will be expected to embrace this tool and keep it current.
- Interest in and enjoyment of working in a collaborative environment that values teamwork, innovation, and communication.
- Desire to work for a company focused on environmentally sustainable business practices and a sustainable supply chain.

EDUCATION REQUIREMENTS:

- College degree preferred
- High school diploma required

PROFESSIONAL EXPERIENCE REQUIREMENTS

- Experience in the precious metals based catalyst business as related selling or buying emission control technology for industrial transportation and power generation markets.

PREFERRED SKILLS

- Excellent skills with the complete suite of Microsoft Office software (Word, Excel, PowerPoint)
- Knowledge of internal combustion engine and gas turbine technology and market place, especially as related to catalyst based emission control technology



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- Experience using a customer relationship manager (CRM)
- Excellent written and verbal skills
- Fluent English required, bilingual (English/Spanish) preferred

ADDITIONAL NOTES

- Candidate must have a clean driving record and no DUIs.
- Candidate will be subject to a background check before hire.

BENEFITS

- Salary plus commission
- Health benefits
- 401(k) with company matching contributions
- Paid Vacation