



Red Fox Resources® – Job Description

Job Title:	Commercial Buyer	Job Category:	Outside Buyer
Department/Group:	Procurement	Job Code/ Req#:	Job Code/ Req#
Location:	Commercial Buyer will cover the territory of Texas, Midwest and the Southeast. Candidates can live anywhere in that region within 50 miles to 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:	4/22/2021
Will Train Applicant(s):	Will Train Applicant(s)	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 philosophy on sales in 140 characters.
- 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 business-to-business relationships through buying platinum group metals (PGM) bearing emission control components from businesses in the following industries:

- Power generation
- Stationary natural gas compression and irrigation
- Construction equipment dealers and service providers
- Medium and heavy-duty truck & bus fleets and service providers
- Distributors of emission control systems

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

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generate leads, maintain existing business relationships, and coordinate logistics of parts acquisitions and payment.

COMPENSATION STRUCTURE

The Commercial Buyer will be compensated via base salary commensurate with experience in the field and uncapped commission potential based on the gross profit secured from the material procured. Commissions are not capped and paid monthly. 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

- Must have the ability to clearly understand and communicate the value package of Red Fox Resources both verbally and in writing.
- A proven track record of PGM bearing material or outside sales is preferred, but the position may be filled by a candidate that has professional experience supporting PGM buying or outside sales and is motivated to move into an outside sales position.
- Must be driven, self-motivated, and possess the ability to work independently.
- Must have the drive and desire to generate significant business growth through new relationships. The right candidate will be energized and driven by the need for aggressive growth.
- Must be comfortable managing priorities, meeting deadlines and sales quotas, and being held accountable for performance.
- Must have the demonstrated interpersonal skills, enthusiasm, and persistence required to generate new business, foster goodwill with customers, and maintain lasting customer relationships.
- Must have demonstrated 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.
- Should be committed 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.
- Must enjoy working in a collaborative environment dedicated to teamwork, innovation, and communication.
- Must be prepared to provide organized weekly updates on progress, challenges, and new ideas.
- Must have the 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 PGM procurement, medium and heavy duty truck sales, parts distribution, or industrial recycling is preferred but not required if the candidate has a successful track record in outside sales or procurement

PREFERRED SKILLS

- Excellent skills with the complete suite of Microsoft Office software (Word, Excel, PowerPoint)
- Experience using a customer relationship manager (CRM)
- Excellent written and verbal skills
- Fluent English required, bilingual (English/Spanish) preferred

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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