



## **The David H. Sutherland & Co., Inc. Seeks an Outside Technical Sales Engineer experience in composites Productions & Processes**

Founded in 1951, the David H. Sutherland & Co., Inc. is a global supplier of composite & specialty products for the aerospace & high-performance Industries. In addition to serving the domestic market, DHSCO is a full service international trade organization certified to international quality standards. Certifications include ISO 9001:2008, AS9120 Revision B and FAA AC No: 0056B. As a 2<sup>nd</sup> & 3<sup>rd</sup> generation family company, we honor our legacy by maintaining our ongoing commitment to being industry's leading distributors and adding value to your business by provide the best products for your process.

### **Outside Technical Sales Expectations**

#### **SCOPE OF THE POSITION:**

Responsible for creating & maintaining excellent, mutually beneficial and enjoyable long-term customer relationships in the southeast region of the of the United States.

#### **MAJOR RESPONSIBILITIES**

- Promote DHSCO through communicating incredibly well, being easy with which to do business and being a person of integrity doing what you say you will do
- Stay current on best practices & industry trends
- Supporting customer base by helping them solutions to their processes
- Grow customer base with long term focus

#### **EXPERIENCE**

- 5 years+ aerospace experience
- Customer centric and able to manage projects to support the customer
- Composites experience
- Technical knowledge
- Qualifying products
- Thermoset/Thermoplastic knowledge
- Aircraft interior experience a plus
- Experience and success in setting and achieving aggressive sales goals

#### **EDUCATION & TRAINING**

- College degree preferred
- Post-secondary courses in sales, marketing or composites

#### **Send Resumes to:**

David H. Sutherland & Co., Inc.  
Attn. Mary Sutherland Crouse  
5600 SW Arctic Drive Suite 110  
Beaverton, Oregon 97005  
Or email to: [mcrouse@sutherland-pdx.com](mailto:mcrouse@sutherland-pdx.com)