



GCP Industrial Products

GCP Manufactures Representative

GCP
INDUSTRIAL PRODUCTS



GCP Industrial Products
170 Webster Road
Kitchener, Ontario, Canada, N2C 2E6
www.gcpindustrial.com



Company
GCP Industrial Products

Job Title
GCP Manufactures Representative

Focus
Sales

Salary
Commission

Start Date
TBD

Company Description

If you are the type of person who values long-term relationships and operates with honesty and respect in everything you do, then you will fit in perfectly at GCP Industrial Products.

We are not interested in hiring employees.

Instead, we are looking for individuals who are passionately driven to succeed and grow in their respective positions.

At GCP we are a growth focused, global sourcing company working with some of the biggest names in the industrial products sector. Our experience has taught us one very important lesson. The best recipe for success comes from developing mutually beneficial long term relationships by creating solutions that drive growth for all stakeholders.

Role Description

- GCP is searching for individual Manufacturers Reps or Rep Agencies, to become an integral part of a growth oriented company. We make it our responsibility to provide you with the best support and cooperation from a principle to enhance your sales opportunities and income.
- GCP is an entrepreneurial company that places a high value on the unique capabilities of the individual. Your individuality and your time is your own. We are all focused on results. This is how we are all compensated and WIN!!

What you will Offer

- We want you to bring your energy and passion to this dynamic team. Your existing industry contacts, along with current and former customers will be the starting point for a successful long term mutually beneficial relationship with GCP and your valued customers. If you have already established your Rep agency or business, you will have an advantage over someone just getting started.
- We want you to just love selling and the people you work with. Our purpose is to make a positive difference in our world. We want you to share the same purpose for yourself.

What We Offer

- GCP is a learning and doing organization. Our objective is to make you better doing what you already excel at. Our president in addition to starting GCP, is a coach to growth orientated entrepreneurs. You will be exposed to the latest customer focused philosophies, techniques and processes, all focused on helping you win. When the sales part of GCP is winning, we all win. Making you successful is a crucial activity for everyone in GCP. Our commitment is that GCP will become your BEST principle!!! We will never stop trying to improve. We want the same for you.
- GCP is an established company with more than 15 years in the Industrial products sourcing and supply business.
- We are the largest importer of Rubber sheet into the USA. Our reputation for quality and our commitment to our unique sourcing process, “The Risk-Free Sourcing Solution” has set GCP above our competition.
- Now that we have gone through the learning curve, you get to come on board with a “running” start.

Target Customers

- Industrial Products Distributors and Converters with annual sales of \$5 to 50 million per year.
- Our industrial products are also used by Tier 2 and 3 OEM suppliers.
- Ideal customers have an existing customer base, warehouse capacity and financial capability that allows them to purchase in 20 to 40 foot Container volumes.

Product Lines

- GCP has organized a high quality group of industrial products that provides industrial distributors and converters a competitive offering to help them compete and grow.
- Product lines include Premlene™ Rubber Sheet (Neoprene, EPDM, Nitrile, Silicone, etc.), Cellast™ Silicone Sponge, Rubatex® Cellular Rubber, Enlast™ Engineered Structures (Conveyor Belting), Surloc™ Clamps and Industrial fittings, Optiflow™ General Purpose Hoses, and Alpheus™ Industrial Hoses.
- GCP's products are used in the Gasket, Oil & Gas, Mining, Agricultural, and Transportation industries.
- We carry and source a broad product line to service multiple end use applications.

Contact Information

If you are interested in knowing more about our opportunity in any of the territories listed below, please contact our Human Resources department by email: employment@gcpindustrial.com

Territories

- USA - Northwest; Washington, Oregon, Northern California, Utah, Colorado, Nevada, Idaho, Montana, N & S Dakota, Wyoming, Alaska, Arizona, New Mexico, Hawaii
- USA - South East; Florida, Georgia, N & S Carolina, Virginia, West Virginia, District of Columbia,
- USA - North East; New York, Massachusetts, Maine, Rhode Island, Pennsylvania, Delaware, New Jersey, Connecticut, Maryland, Vermont, New Hampshire,
- Canada - Western Canada; British Columbia, Alberta, Saskatchewan, Manitoba
- Canada - Eastern Canada; Quebec, PEI, Nova Scotia, New Brunswick.