



## **GRAPHITE SALES MANAGER - NORTH AMERICAN**

### **JOB BRIEF**

SUPERIOR: Vice President of Global Sales

SUBORDINATES: N/A

### **POSITION SUMMARY**

Northern Graphite Corporation is now the only major graphite producer in North America. We are seeking a highly motivated and experienced Graphite Sales Manager to join our team. The ideal candidate will be responsible for developing and implementing sales strategies to increase revenue and market share for our natural flake graphite. The Graphite Sales Manager will be responsible for managing and growing existing accounts, as well as identifying and pursuing new business opportunities.

### **KEY TASKS AND RESPONSIBILITIES**

In your role, you will:

Develop and implement sales strategies to achieve sales targets and increase market share for natural flake graphite.

- Identify new business opportunities in the refractory, friction and lubrication industries.
- Manage and grow existing accounts by building strong relationships with customers and understanding their needs.
- Collaborate with the marketing team to develop and execute marketing campaigns to promote natural flake graphite.
- Provide technical support and product information to customers.
- Prepare and deliver sales presentations to customers.
- Negotiate contracts and pricing with customers.
- Monitor market trends and competitor activities to identify opportunities and threats.
- Prepare sales reports and forecasts for management.



**NORTHERN  
GRAPHITE**  
CORPORATION

## REQUIREMENTS

As our Ideal candidate,

Bachelor's degree in Business, Engineering, or related field.

- Minimum of 5 years of experience in sales of graphite or refractory products.
- Strong knowledge of the industry and market trends.
- Proven track record of achieving sales targets and increasing market share.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Strong analytical and problem-solving skills.
- Willingness to travel as required.

Prefer someone living in Ohio, Pennsylvania or the mid-west region.

If you are a self-motivated and results-driven individual with a passion for sales and the graphite industry, please send your application documents via email with the subject line “**GRAPHITE SALES MANAGER - NORTH AMERICAN**” to [mzvanik@northerngraphite.com](mailto:mzvanik@northerngraphite.com)

We thank all applicants for their interest, however only those under consideration will be contacted.

### **Northern Graphite Corporation (NGC: TSX-V, NGPHF: OTCQB, FRA: ONG, XSTU: ONG)**

Northern is a Canadian, TSXV listed company that is focussed on becoming a world leader in producing natural graphite and upgrading it into high value products critical to the green economy including anode material for lithium ion batteries/EVs, fuel cells and graphene, as well as advanced industrial technologies.

Northern is the only significant graphite producing company in North America and will become the third largest outside of China when its Namibian operations come back online in 2024. The Company also has two large scale development projects, Bissett Creek in Ontario and Okanjande in Namibia, that will be a source of continued production growth in the future. All projects have “battery quality” graphite and are located close to infrastructure in politically stable countries.