



## IONBOND - THE SURFACE ENGINEERS

Ionbond is a global, yet local company, where we work in a dynamic environment and where employees are able to make a difference. We provide thin-film coating services and operate 37 coating centers in 16 countries. Our coatings are used to improve durability, quality, functionality, efficiency and aesthetics of tools and components. Ionbond is a global leader in PVD, CVD and PACVD coating technologies.

### Account Manager – Greensboro, NC

The Account Manager is responsible for strategic development of the Industrial Components Segment, building business relationships with customers, and managing new project opportunities for the Ionbond™ family of coatings and services. This development includes our existing and prospective customer base in a given geographic region.

#### WHAT DEFINES THIS JOB?

- Develop strong business relationships at all levels of management for the purpose of product development in the assigned market
- Continuously evaluate new market opportunities including identifying product gaps and long-term business opportunities
- Oversee and manage business development activities
- Create, implement, and maintain a strategic business development plan that will meet or exceed performance requirements
- Maintain awareness of competitor activities, products and/or services within the market; report to senior management as needed
- Identify product gaps and long-term business opportunities
- Work with segment management and engineering to assist in the implementation of customer coating solutions related to the overall business strategy
- Foster strong internal relationships through use of effective communication

#### WHAT DO WE ASK?

- Bachelor's degree in Engineering or equivalent experience with technical sales
- 3 to 5 years of business to business sales and development in the Aerospace, Oil and Gas, and/or Heavy Machinery industries
- Knowledge of PVD, PACVD, and CVD vacuum coating technology
- Strategic business development, sales and account management experience
- Strong communication skills; both verbal and written
- Strong record of business development
- Strong work ethic, demonstrating a commitment to details, organization, and time management skills
- Excellent interpersonal, presentation, negotiation, and closing skills
- Reside near the local coating center
- Display high levels of energy and professionalism
- 50-75% traveling
- Must be eligible to work in the U.S.

#### WHAT DO WE OFFER?

Our employees are our single most valuable assets! We offer you a place to work with international and local growth opportunities. We work in a diverse environment where we embrace teamwork and innovation that drives us towards new applications and customer service excellence. We offer a competitive compensation including but not limited to; medical & dental benefits, flexible spending accounts, life insurance, short term & long term disability, PTO, and 401(K) retirement plan with company match, and much more. The Account Manager role also offers company car and home office.

#### INTERESTED IN THIS JOB?

Please upload your resume and optional cover letter to the following site: <http://indeedjobs.com/ih-ionbond-inc/h/en>

For our Privacy Policy for Job Applicants please click [here](#).