



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 – Ohio

The Account Manager is responsible for retaining and servicing our existing customer base through problem-solving, developing relationships, and documenting technical services. In addition, managing and expanding sales for the Ionbond™ family of coatings and services to our existing and prospective customer base in a given geographic region.

WHAT DEFINES THIS JOB?

- Develop strong major account relationships at all levels of management for the purpose of growing sales in the assigned territory
- Continuously evaluate new market opportunities including identifying product gaps and long-term business opportunities
- Produce and manage account development
- Create, implement, and maintain a sales plan that will meet or exceed performance requirements
- Maintain awareness of competitor activities, products and/or services within the customer base; report to Sales Manager 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 Business, Engineering or equivalent experience with technical sales
- 3 to 5 years of business to business, OEM metal forming industry sales
- Strategic sales and account management experience
- Strong communication skills; both verbal and written
- Strong record of meeting or exceeding sales targets
- Strong work ethic, demonstrating a commitment to details, organization, and time management skills
- Excellent interpersonal, presentation, negotiation, and closing skills
- Reside in the assigned territory, Cleveland area preferred
- Display high levels of energy and professionalism
- 50-75% traveling

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 commission pay, 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/hl/en>

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