



## Sales Manager – Tecate, Mexico (U.S. Based Position)

Are you an individual that is driven by technology? Do you have a background in engineering (industrial or chemical) or material science? Can you develop an understanding of our coating technology, along with a passion for the commercial side of the business? Our Sales Managers build customer relationships, actively seek new business opportunities and work side-by-side with the Plant Manager and Global Segment Managers to continually develop the Ionbond™ family of coatings and services offered at their assigned location. Do you want to be the one who is connecting all the dots? If so, this role could be the right next step in your career. This position reports directly to the Plant Manager of the Tecate, Mexico Coating Center. Note: Candidate to be based in the United States.

### Ionbond – The Surface Engineers™

Ionbond is a global, yet local acting, company where we work in a technical innovative environment. Our employees make a difference for companies in medical, automotive, aerospace and decorative industries with providing thin-film coating services. We operate 37 coating centers in 16 countries over 3 continents. 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.

#### 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
- Provide customer consultations and technical expertise on thin film technology
- 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 Plant Manager as needed
- Identify product gaps and long-term business opportunities
- Assist/ensure customer service excellence and delivery of quality products and samples
- 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?

The preferred candidate will have the following: Bachelor Degree in Engineering, Materials Science, or equivalent work experience in technical sales. Three to five years' business to business sales experience working with building fixture hardware component manufacturers (such as faucet or door fixtures,) firearm, sports/hobby, and/or luxury goods industries; with an understanding of PVD process or awareness of PVD in these market segments. Will also consider a candidate currently in an engineering role and looking to transition into commercial role. Ability to implement a strategic sales plan and meet sales targets. Strong communication skills; both verbal and written. Working knowledge of ISO 13485 quality standards. Strong work ethic, attention to detail, organization, and time management skills. Excellent interpersonal, presentation, negotiation, and closing skills. Display high levels of energy and professionalism. Ability to travel 50-75% of the time, including international travel. Candidate must be eligible to work in the U.S. without sponsorship, pass a background check and possess clean driving record.

#### Interested in this job?

Please send your resume by email to John Dick, Country Manager, [John.Dick@ionbond.com](mailto:John.Dick@ionbond.com) For our Privacy Policy for Job Applicants please click [here](#).