



Sales Engineer – Madison Heights, MI

Are you passionate about technology and driven by sales? Do you have experience in Automotive, Cutting Tools, or Forming and Molding sales? If you are eager to dive into the world of coating technology while excelling in commercial endeavors? Our Sales Engineers are the linchpins of customer relations, actively pursuing new business prospects and collaborating closely with Plant Managers and Global Segment Managers to enhance the Ionbond™ family of coatings and services at their designated site. If you thrive on connecting the dots and driving growth, this role is the perfect opportunity! Reporting directly to the Plant Manager, you'll play a pivotal role in shaping our Coating Center's success.

Ionbond – The Surface Engineers™

Ionbond provides advanced coating solutions for applications in the aerospace, medical, food contact, automotive, decorative, tooling and fuel cells industries. We offer a broad range of hard, low-friction, wear-resistant coatings based on PVD, PACVD and CVD technologies.

With over 30 job coating centers in 14 countries in Europe, North America and Asia, Ionbond has one of the largest coating networks in the world. Ionbond is part of renowned Japanese industrial consortium IHI Group.

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 the use of effective communication
- Other duties as assigned

What do we offer?

Our employees are our single most valuable assets! We Strive to make Ionbond a great place to work including:

- Diverse work environment where we embrace teamwork and innovation that drives us towards new applications and customer service excellence
- Competitive compensation package, salary based on experience and educational credentials
- Excellent medical, Dental, & Vision benefits with affordable premiums and annual deductibles
- Flexible spending accounts, Health Savings Account (medical and dependent care)
- Life insurance
- Short-term & long-term disability
- Employee assistance program
- Generous Paid Time Off
- Tuition Reimbursement
- 401k Safe Harbor Retirement Account plus company match
- Hybrid position, offering mix of remote and onsite working hours
- Car allowance
- Bonus plan eligibility

What do we ask?

The ideal candidate will hold a Bachelor's degree in Engineering, Materials Science, or possess equivalent experience in technical sales; a sales/marketing background and prior coating experience are preferred. Candidates should have 3-5 years of B2B sales experience within the forming and molding, automotive, or aerospace or an engineering background with an interest in transitioning into a commercial role. Ability to implement a strategic sales plan and meet sales targets. Strong communication skills; both verbal and written. Working knowledge of IATF 16949, and AS9100 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. Candidate must be eligible to work in the United States and possess clean driving record.

Interested in this job?

Please upload your resume and optional cover letter to the following site: <https://www.indeed.com/cmp/Ihi-Ionbond-Inc.-1>

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