



Sales Engineer – Greensboro, NC

Join a growing, innovative company based in Greensboro, North Carolina, where you'll help customers elevate their products and improve the performance of critical industrial components. Ionbond is seeking a driven sales professional with a technical mindset, exceptional customer-service instincts, and the kind of energy that gets prospects genuinely excited to work with us. In this role you will report to the Plant Manager and represent the Ionbond™ family of coatings and services for the Coating Center.

We are looking for candidates that can represent two dynamic segments. One, Deco Sports, where we help bring products to life with striking metallic colors, preserve surface texture, and protect against scratching and wear—boosting both aesthetics and durability. The other is Mobility, where our advanced coatings improve the performance and longevity of machinery parts operating under extreme conditions such as high loads, abrasive environments, or limited lubrication. You'll work with customers across countless industrial applications to solve real engineering challenges and enhance equipment reliability. If you're excited by the idea of combining technical problem-solving with relationship-driven sales—and you want to grow with a company that's expanding its reach—this is an opportunity worth exploring!

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?

- Full sales cycle ownership, developing strong major account relationships at all levels of management for the purpose of growing sales in the assigned segment
- 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 ask?

The ideal candidate has a Bachelor's degree in Engineering, Materials Science, or equivalent experience in technical sales. A background in sales or marketing is preferred, and prior experience with coatings or surface-enhancement technologies is a strong advantage. Candidates should have 3–5 years of B2B sales experience within the Deco Sports or Industrial Components markets, someone who can develop and execute a strategic sales plan, consistently meet targets, and communicate with clarity and confidence—both verbally and in writing. Strong work ethic, attention to detail, organization, and time-management skills are essential. Experience with CRM tracking; HubSpot preferred. The role requires excellent interpersonal, presentation, negotiation, and closing abilities, along with a high level of energy and professionalism. Local to the Greensboro area and able to travel 20–40%. Candidates must be eligible to work in the United States, comply with ITAR & FFL requirements, and maintain a 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](#).

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
- Multiple Medical, Dental, & Vision benefit options 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
- Bonus plan eligibility, with earnings based on global & local achievements