



Sales Engineer – Rockaway, New Jersey

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 Engineers are the architects of customer relationships, the pioneers of new business horizons, and the collaborators working hand-in-hand with Plant Managers and Global Segment Managers to shape the ever-evolving Ionbond™ family of coatings and services at their designated plant. 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 assigned Coating Center.

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 15 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?

- Unleashing potential is at the core of our approach. We provide a dynamic environment that opens doors to both international and local growth opportunities, helping you reach your full potential. Here's what you can expect from being part of our team:
- 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
- Medical, Dental, & Vision benefits with affordable premiums and annual deductibles
- Flexible spending accounts (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 preferred candidate will have the following: Bachelor's Degree in engineering, Materials Science, or equivalent work experience in technical sales, sales/marketing background plus coating experience preferred. Three to five years' experience working with medical equipment and industrial components industry business to business sales experience, or in engineering 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, IATF 16949, AS9100. 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 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](#).

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