



Sales Engineer – Madison Heights, MI

Are you passionate about technology and driven by sales? Do you have experience in Automotive, Cutting Tools, or Industrial Components 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 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 over 30 coating centers in 15 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 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 (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
- Company Car and/or 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 industrial components, automotive and/or aerospace 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 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>

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