Technical Sales Manager - Surfacing, Alloy Products
Wall Colmonoy Corporation

Wall Colmonoy, established in 1938, is an international materials engineering company with operations in the U.S. (Cincinnati, OH; Oklahoma City, OK; and Los Lunas, NM), Canada, and U.K. The world headquarters is located in Madison Heights, MI.

Wall Colmonoy is looking for a high performance Technical Sales Manager to join its Alloy Product’s sales team to develop business with new and existing customers for its Colmonoy® product line within the United States.

Position can be located anywhere throughout the United States.

Responsibilities:

- Lead sales of Colmonoy® products to achieve short and long-term business goals
- Identify prospective industries/customers for new or existing product opportunities
- Build a pipeline of strategic new business opportunities to grow product sales and close new deals
- Provide directions to technical services department, and collaborate to define new product specifications based upon the demands of the customers’ applications
- Quickly resolve customer complaints or questions; Interface with production, QC/QA, and customer service
- Help troubleshoot and recommend improved products to customers, showing how changes will increase efficiency and lower operating costs
- Recommend pricing structure to increase market share and grow profitability
- Provide timely reports, which include competitive analysis on market share, sales forecasts, trips, and product applications and/or strategies
- Participate in marketing communications programs such as technical bulletins, brochures, newsletters, press releases, advertising, and training materials
- Meet or exceed weekly, monthly, and quarterly sales targets
Qualifications

- BS or MS degree in Metallurgical Engineering or Materials Science (MBA is a plus)
- Travel is minimum 50%
- Previous experience in metals coating, welding supplies and sales
- Thorough understanding of thermal spray processes: Spray & Fuse, HVOF, Plasma, Laser cladding
- Experience in Oil & Gas, Mining, Plastic Extrusion, or Waste to Energy
- Demonstrated ability to develop and negotiate significant new or existing accounts
- Leadership skills in problem solving, customer interface and negotiations
- Superior technical problem-solving abilities
- Self-motivated, self-directed and goal-oriented
- Excellent written and verbal communication with strong listening and sales skills
- Multi-task oriented with strong attention to detail
- Strong computer skills in MS Office (Outlook, Excel, PowerPoint)
- Working knowledge of CRM software such as ACT and Salesforce
- Ability to work independently and as an active member of a team
- Ability to establish customer rapport and close sales to meet or exceed sales targets

Reports to Director of Sales, Americas

For more information visit www.wallcolmonoy.com

Send resume with salary history to: vmarrel@wallcolmonoy.com

Wall Colmonoy does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.