



Regional Sales Manager, Protective Linings Division

Polycorp is the industry leader in the design and manufacture of engineered polymer products for a global customer base in the Rail, Mining and Protective Linings industries. As a result of continued growth, we are looking for an Account Manager for the Protective Linings Division.

Position Summary:

Reporting to the Director, Protective Linings, the primary activity of the Senior Account Manager is to execute sales strategies and develop tactics and actions for assigned accounts to achieve sales and profit objectives in a technical environment. Cultivate relationships with our current customer base and develop new relationships with new customers for the specific goal of business development and consistently growing annual sales in the North American market. Create added value for the customer and Polycorp by ensuring a deep understanding of the customer's applications. Keep a focus on the market drivers and emerging technologies. Thorough understanding of the competitive landscape by geography and industry segment with a pursuit strategy to defend our position. Effectively communicates and collaborates with other account managers and corporate management regarding customer dynamics, performance and sales opportunities.

Ideal Candidate:

- Established technical professional who ideally has experience in the following: Protective Linings, Rubber Industry or Coatings Industry;
- Utilize a persistent attitude and interpersonal skills to ensure success in securing new accounts and servicing existing customer needs;
- Ability to look outside the box to develop new accounts and product opportunities;
- Strength in identifying and building relationships with key decision makers- from the Owner/Executive Team to shop floor personnel; Within the account base and at the end user level.
- Divide your time effectively by being the key link between customers and our manufacturing facility in Elora, ON will also be critical for success; and
- Must practice effective time/activity management.

Education and Experience Required:

- University education - BA, Chemical Engineering preferred;
- Minimum 10 years' experience selling in a business-to-business (B2B) environment;
- Expected travel throughout North America is 60+%;
- Excellent verbal and communication skills; and
- Proficiency in making technical presentations with the use of MS Office Suite, specifically Excel, Word and Project.

Knowledge and Skills:

A desire to learn from hands-on job site visits, shop floor visits, and visiting key customers is important. Willingness to get involved in all aspects of the sales cycle is critical to ensure success;

- Utilizing your superior negotiating skills, review and bring cumbersome purchase orders and contract negotiations to a conclusion;
- Must be able to work independently, be self-motivated and adopts a 'must win' attitude; and
- Able to self-manage time and activities for optimum results.

Work hours and travel flexibility is a must as majority of our customers are based in North America, therefore extensive travel is required.

Qualified applicants should submit their resumes, cover letter, and salary expectations to:

Human Resources careers@poly-corp.com

We thank all applicants for their interest, however, only those selected for an interview will be contacted. We are an equal opportunity employer and are committed to providing employment accommodation in accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, 2005 (AODA). Polycorp will provide accommodations to job applicants with disabilities throughout the recruitment process. If you require an accommodation, please notify us and we will work with you to meet your needs.