

JOB POSTING

Industrial Sales Manager – ARMOR Protective Packaging

Job Summary

Company

ARMOR Protective Packaging®

Location

Howell, MI

Industry

Corrosion

Management/Packaging;

industries include: Automotive,

Manufacturing, Oil & Gas,

Construction Equipment,

Military, Export, Electronics

and more

Job Type

Full Time Employee



About the Company

Armor Protective Packaging is a global leader in corrosion management solutions designed to protect metals before, during and after transport or storage. For more than 35 years, ARMOR has offered a full line of packaging products that include paper, poly film and desiccants infused with our proprietary vapor corrosion inhibiting (VCI) Nanotechnology, a water-based rust preventative. Products Metal Rescue and Dry Coat are liquids designed to remove rust and prevent its return. All ARMOR products are clean, safe, easy to use, and extremely effective.

About the Job

If you are passionate, have exceptional people skills, have an aptitude for technical issues and are detail oriented with a self-starter attitude, ARMOR has a place for you to share your talents while you become an integral part of a company on the rise. ARMOR has an opening for an Industrial Sales Manager. Key traits and skill sets required include great people skills, a knack for simplifying complex situations, great organization and planning skills, experience in sales, the ability to coach and motivate others and a tremendous work ethic. As a Sales Manager for ARMOR, you will most likely work harder than you've ever worked before but will undoubtedly find the personal growth, experience and rewards worth every minute of it!

Since 1979, ARMOR has serviced the automotive industry, among many others, by providing corrosion (or rust) inhibitors for metal part and component protection, in the form of packaging. Known as VCI (vapor corrosion inhibitor) packaging, the rust inhibiting chemicals are impregnated directly into the packaging allowing a metal substrate to be protected from rust without oils, coatings or liquids. ARMOR sells through a global industrial distribution network to key end users including GM, Ford, Chrysler, Rolls-Royce, John Deere, Cummins, IBM, Magna, Bosch, Disney, Nissan, Volvo, Stihl and the U.S. Military.

Key Responsibilities

- Lead a sales team of 7-10 people while helping to manage flow of sales activities for priorities within territories
- Develop an overall sales plan based on territory plans and company goals; review plans monthly with reps
- Develop and train the sales team in product knowledge, sales skills and competitive environment
- Work with sales professionals to motivate, counsel, coach and discipline as needed
- Frequent travel with reps within their territories meeting with customers, assessing needs/pulse
- Identify shortcomings in marketing strategies and discuss with marketing to improve
- Establish price plans for customers based on competition, supply/demand; oversee deviations
- Assist on quotes to provide direction to customer service and sales team
- Study and evaluate competition and create strategies
- Meet with key customers to support sales team, help remove internal and external barriers
- Run, analyze and disseminate monthly sales reports- calculate and track profit and margin contribution per rep
- Analyze trends in sales, provide forecasting to operations
- Network with potential customers and potential business partners in effort to promote company
- Tradeshows: Plan, work booth and follow up on leads from shows with sales team
- Presentations: Present company, product line and recommendations in front of groups including customers (engineers, quality managers, plant personnel, etc) and trade associations
- Enter appropriate data and information about customer into ARMOR's CRM system as needed
- Maintain sales staff by recruiting, selecting, orienting and training employees
- Generally do whatever it takes to help make ARMOR a premier brand in the corrosion management industry!

Job Details

This position will be located in Howell, Michigan at our company headquarters, however, frequent travel with the USA is required. Traveling with our sales team is important and will range from 30-60%. Due to the requirements of attending and setting up for occasional tradeshows, the ability to lift up to 30 lbs is essential. A Bachelor's Degree or 4 years of industry/technical/sales experience is required. Technical aptitude is important as this position discusses technical issues with customers such as metal production methods. However, the ability to sell to and manage corporate relationships, key channel partner relationships and motivate and coach the sales team are the most critical skill sets.

Key Facts

- ARMOR celebrated 37 years in business in 2016
- ARMOR was honored as a Michigan 50 Companies to Watch Awardee in 2015
- Workshop Hero, the consumer brand of ARMOR, recently partnered with Frank Fritz from *American Pickers*™ on HISTORY channel and Bryan Fuller from *Two Guys Garage* on SPEED channel and Café' Racer as our spokespersons for our consumer brand
- Our Metal Rescue Rust Remover Bath YouTube® channel currently has over 2.5 million views and counting
- ARMOR has partnerships in over 15 countries serving over 25 countries across the globe
- Metal Rescue® Rust Remover Bath is a five-time SEMA award winner for Best New Product
- ARMOR serves over 90% of the Fortune 500™ industrial companies in the world
- ARMOR rust prevention products were featured in the highest grossing film of 2010, Iron Man 2™ by Marvel™

To learn more about the company and to see if you'd be a fit, be sure to check out some of our marketing:

www.armorvci.com

www.youtube.com/armorprotectivepkg

Please send cover letter and resume to hr@armorvci.com

