

## JOB POSTING

### Sales Representative Midwest Territory – ARMOR Protective Packaging

#### *Job Summary*

**Company**

ARMOR Protective Packaging®

**Location**

Indiana

**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 a Sales Representative within our industrial division. This position is an exciting mix of part technical advisor, part sales representative/consultant to the distributor and end user. As a Sales Representative 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*

- Responsible for maintaining and increasing sales of ARMOR products in territory or assigned accounts
- General sales functions include quotes/assisting on quotes, customer phone contact, lead generation and follow-up, meetings with customers and prospects to discuss needs/solutions, sales reporting and key project work at end users.
- Conduct in-plant corrosion prevention reviews at key customers and prospects
- Complete detailed write-ups (reports) outlining ARMOR's recommendations to the customer
- Tradeshows: Plan, work booth and follow up on leads from shows
- 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
- Generally do whatever it takes to help make ARMOR a premier brand in the corrosion management industry!

### *Job Details/Requirements*

**This position is located in Indiana but will require intermittent training in Michigan the first couple of months.** Travel is required and will range from 60-70% due to customer visits that will include the following states: IN, KY, OH. A Bachelor's Degree or 4 years of industry/technical/sales experience is required. Technical aptitude is important as this position discusses technical issues such as metal production methods/processes, corrosion inhibitors, quality control processes, etc. with the customer and must be able to present to groups with confidence and accuracy. Of equal importance is the ability to sell to and manage corporate relationships.

### **Key Facts**

- ARMOR celebrated 35 years in business in 2014
- ARMOR was honored as a Michigan 50 Companies to Watch Awardee in 2015
- Workshop Hero, the consumer brand of ARMOR, is 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 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](http://www.armorvci.com)
- [www.armorvcinews.com](http://www.armorvcinews.com)
- [www.workshophero.com](http://www.workshophero.com)
- [www.workshophero.com/frankfritz](http://www.workshophero.com/frankfritz)
- [www.youtube.com/metalrescue](http://www.youtube.com/metalrescue)
- [www.facebook.com/metalrescue](http://www.facebook.com/metalrescue)

**Please send cover letter and resume to [hr@armorvci.com](mailto:hr@armorvci.com)**

