

## JOB POSTING

### Account Manager – Armor Protective Packaging

#### *Job Summary*

**Company**

ARMOR Protective Packaging®

**Location**

Indiana, Illinois

**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 40 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 Account Manager. This position is an exciting mix of part technical advisor, part sales representative/consultant to the distributor and end user. As an Account 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*

- Responsible for maintaining the sales of ARMOR products within assigned accounts
- General sales functions include:
  - Proficient phone communicator
  - Lead qualification
  - Assess potential within customers and prospects
  - Manage a bid process from start to finish
  - Understand, interpret, and act on sales reporting data
- Manage executive and decision maker relationships within assigned key accounts
- Manage pricing, gross margin, rebate, warehousing, and all other types of contracts with assigned accounts
- Manage and perform training with each assigned account on a consistent and scheduled basis
- Execute scorecard or dashboard reviews on a regular basis with each account (annually at a minimum)
- Conduct in-plant corrosion prevention reviews at key customers
- Complete detailed write-ups (reports) outlining ARMOR's recommendations to the customer
- Tradeshows: planning and working booth
- Presentations: present company, product line, and recommendations in front of groups including customers (engineers, quality managers, plant personnel, etc.) and trade associations
- Manage your contacts, tasks, and pipeline through ARMOR's CRM
- Generally, do whatever it takes to help make ARMOR a premier brand in the corrosion management industry!

### *Job Details/Requirements*

**We are seeking someone located in Indiana or Illinois 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. 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 has been in business since 1979
- Forbes™ Magazine recognized ARMOR as a Small Giants award winner in 2020, presented to companies that choose to be great instead of big.
- ARMOR won Crain's 2017, 2018, 2019 & 2021 Coolest Places to Work in Michigan award
- Recognized as Michigan's Most Engaged Workplace in 2019 through *Michigan Celebrates*
- ARMOR has been awarded INC Magazines Best Workplaces in 2018 and 2019
- ARMOR was honored as a Michigan 50 Companies to Watch Awardee in 2015
- ARMOR products Metal Rescue™ Rust Remover and Dry Coat™ are available in over 10,000 retail stores through our partnership with B'laster Corporation.
- ARMOR has partnerships in over 15 countries serving over 25 countries across the globe
- 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.youtube.com/armorprotectivepkg](http://www.youtube.com/armorprotectivepkg)

