

## JOB POSTING

### Business Developer – Armor Protective Packaging®

#### *Job Summary*

**Company**

ARMOR Protective Packaging®

**Location**

Ontario, Canada

**Industry**

Corrosion

Management/Packaging;  
industries include: Automotive,  
Manufacturing, Oil & Gas,  
Construction Equipment,  
Military, Export, Electronics  
and more

**Job Type**

Full-Time Employee  
Salary, Commission, and  
Benefits



#### ***About the Company***

At Armor Protective Packaging® we bear the title of “Eradicators of Rust” with pride. We offer a product line that is specifically designed to keep metal parts rust-free, during shipping, storage and even in-process. ARMOR VCI Nanotechnology™ is the formal name for our “secret recipe” of rust-preventing vapor corrosion inhibitors. We combine our VCI with materials such as paper or poly film to create packaging supplies with the added benefit of rust prevention. When a metal part is wrapped or enclosed in an ARMOR VCI product, the VCIs activate to create a blanket of protection on the surface that repels rust and all its evil intentions. 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. All ARMOR products are clean, safe and easy to use. ARMOR was founded in 1979 and our goal is to Take the Work Out of Our Customers’ Workday.

#### ***About the Job***

If you are passionate, have exceptional people skills, a self-starter attitude, are creative but still able to capture the details, 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 Business Developer. This position is an exciting mix of part technical advisor, part sales representative/consultant to the distributor and end user. As a Business Developer 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!

#### ***Job Details/Requirements***

We are seeking someone located in Ontario, Canada, 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 Responsibilities**

- Responsible for growing the sales of ARMOR products
- General sales functions include:
  - Proficient phone communicator
  - Lead generation
  - Lead qualification
  - Assess potential within customers and prospects
  - Manage a bid process from start to finish
  - Meet with customers and prospects to identify and solve their rust prevention or removal needs
  - Understand, interpret, and act on sales reporting data
- Manage executive and decision maker relationships within prospects and assigned accounts
- Write pricing, rebate, warehousing, and all other types of contracts with prospect accounts
- Gain OEM/end user approval of ARMOR products at the corporate and site level
- Perform training with each non-assigned, assigned, and prospect accounts as needed
- Execute scorecard or dashboard reviews on a regular basis with each account (annually at a minimum)
- Conduct in-plant corrosion prevention reviews at non-assigned, assigned, and prospect accounts
- 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
- 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!

### **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 Coolest Places to Work in Michigan award five times from 2017-2022
- 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
- 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 us out:

- [www.armorvci.com](http://www.armorvci.com) (Be sure to watch the corporate video on the home page)
- [www.youtube.com/armorprotectivepkg](http://www.youtube.com/armorprotectivepkg)
- [www.armorvci.ca](http://www.armorvci.ca) (Canadian specific website)

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