

## **Business Development Manager / Sales**

*Polyfill LLC, "A Market Leader in Acoustical Insulation Solutions", located in Sidney, Ohio, supplies ethylene-based acoustical barrier materials to the Automotive, Commercial and Industrial Markets. We utilize base compounds to create a homogeneous blend of heavily-filled thermoplastic sheets, rolls and die cut parts that function as a barrier in acoustical applications.*

### **Position Purpose:**

The primary function of the Strategic Account Manager (SAM) is to develop deep relationships at assigned customer accounts, identify/quantify customer needs, position Polyfill, LLC products and technologies to meet customer needs, and establish Polyfill as a valued partner by creating value beyond other available alternatives.

### **Position Minimum Requirements:**

- **Minimum of 5 years' prior sales experience with value added products or Raw Materials to Non-automotive customer base**
- BS/BA preferred, or equivalent experience.
- Ability to travel up to 50%
- Good written and oral communication
- Must possess a teamwork orientation, with the ability to motivate others to work towards the fulfillment of stated objectives.
- Well organized, provide timely and accurate reporting. Maintain up to date Outlook Calendar and expense reports

### **Essential Functions:**

- Spend significant "face-time" (3+ days/week) at assigned customers.
- Create strong, trusted and valued relationship across all functional areas and levels.
- Service existing business base to assure retention of closed programs and provide customer support throughout the entire program life cycle.
- Enforce the terms of sale and manage any account receivable issues Identify new business opportunities at assigned non-automotive OEMs and associated tier suppliers.
- Map all potential targets, and key decision makers
- Work closely with decision makers to generate sales targets and manage the business development cycle from concept to commercialization.
- Assure that Polyfill meets all program commitments to the customer.
- Define Polyfill's value proposition and strategies to capture value created
- Maintain a Target Tracking Database to monitor the progress of all new business opportunities
- Respond to customer requests for quotations by the assigned due date
- Provide accurate quarterly sales forecast for assigned customers
- Participate in the AOP process. Ownership for all volume and pricing data relative to assigned accounts. Achieve AOP revenue projections.

- Participate in the Strategic Planning process. Gather customer, market and competitive background information. Develop strategies to overcome competitive pressures and capitalize on market trends to drive future revenue growth.
- Develop customer per-call strategies and plans.
- Communicate follow-up items with the appropriate personnel. Assure timing on all customer action items are met.
- Provide monthly Territory Reports by the 5th business day of each month
- Provide trade show support
- Maintain expenses within assigned budget