**Sales Manager Automotive Market**

Remote (Cleveland, OH or Detroit, MI)

Salary + Bonus

Seeking a self-motivated, hardworking and lively individual to help the momentum of our culture continue to grow. You will actively lead the activities of the Sales Team dedicated to the automotive market and manage your own customers.

**As a Sales Manager you are given the opportunity to:**

* Provide leadership. Motivate and encourage sales team. Assigns territories and sets quotas.
* Analyze sales and operational records to project sales, determine profitability and identify potential new markets and customers.
* Resolves customer complaints, staffing problems and other issues that may interfere with efficient sales operations.
* Educate key customers on how Addev can bring added value to their business.
* Grow targeted accounts into long-term business partners by providing them high technical support.
* Network with suppliers, other industry personnel and represent Addev at trade association meetings and trade shows.

**The individual in our Sales Manager role should:**

* Have 5 to 7 years of increasing customer interaction experience in a technical sales role in the Automotive applications field (adhesives, tapes, films or foams).
* Have Excellent verbal and written communication skills
* Have Proven negotiation skills
* Be proficient with Microsoft Office and be able to navigate various CRM software. Experience with Microsoft Dynamix is a plus
* Be able to visit our Glenshaw, PA facility frequently.

**We offer:**

* A fun and friendly, family-oriented work environment.
* Laptop, cell phone, and expense reimbursement.
* Full benefits after 90 days of employment eligibility.
* Employee first environment.
* Continually evolving and expanding culture.

**About Addev Materials Converting**

At ADDEV Materials Converting, we have been serving the converting needs of our customers for over 30 years. We aim to provide the same convenient, quality service that has made us a leader in the converting industry. We can provide design and manufacturing services to power generation, building, automotive, medical device and other markets as well.

Virtually any type of material supplied in a roll format can be converted within our facility. Regardless of the customers’ need - slitting, sheeting, spooling, die cutting, printing, light assembly, product development or supply chain enhancement - we are poised to respond to the demands of a broad spectrum of markets with the right material, the best converting and the tailor-made solution.