



Job Posting
June 23,2018

National Accounts Manager

Polyurethane Machinery Corporation (PMC) is a Division of PMC Global Inc. PMC is a growing company with skilled and experienced personnel and excellent financial strength. PMC manufactures equipment and accessories for use in the foam and coatings industry. Located in Lakewood, NJ, all PMC high quality products are proudly manufactured in the USA.

Job Description

PMC has an opening for a National Accounts Manager to join our growing team and get in on the ground level. The National Accounts Manager will be responsible to visit, evaluate, train, coach, measure and increase the performance of the PMC distributor network. This position is based out of our Lakewood NJ, headquarters.

Responsibilities

- Manage relationships with various prospects, distributors, end users, integrators and material suppliers.
- Assist the marketing efforts of the company with the planning of marketing and promotions, including web-site, advertising, special sales and trade show presence.
- Provide price quotations and product training support as required.
- Initiate sales programs that will increase the profitability of the company.
- Keep current on market trends and new products.

Skills Required:

- 3-5 years minimum industry experience (Chemical or Equipment Company preferred).
- Qualified candidate must have a thorough knowledge of Microsoft Word, Excel, Power Point and Office.
- Excellent communication, presentation and interpersonal skills, able to work with minimal supervision.
- Must be able to travel 50% of the time as required.

Benefits:

Vacation, Medical, Dental, Vision, Life Insurance, 401K.

Location

Polyurethane Machinery Corporation (PMC)
2 Gusmer Drive
Lakewood, NJ 08701

Application Process:

Send resume, cover letter and salary requirements to billh@polymacusa.com or mail to the attention of Bill Hrynkiwicz.