



## Sales Manager

**Location:** Michigan

**Company Summary:** Polyfill LLC ([www.polyfillproducts.com](http://www.polyfillproducts.com)), a Dan T. Moore Company ([www.dantmoore.com](http://www.dantmoore.com)), 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. Common uses for our products include automotive carpet, dash insulators, hood liners and trunk systems.

**Objective:** Polyfill, a producer of heavy layer NVH products is seeking a sales manager to support its sales in the North American Tier 1 NVH market. This position will work out of the Detroit Sales Office with other Dan T Moore Portfolio Automotive Companies and will supervise a staff of 3.

### Main Tasks:

- As North America's largest independent producer of heavy layer NVH barrier products, the primary focus will be on expanding market share for these products particularly among the Tier 1 automotive suppliers.
- At an early stage of design, investigate new opportunities for NVH products in new car models.
- With our Cleveland Ohio materials lab and engineering staff, serve as a major conduit for new NVH ideas. Products would include materials laminated on both sides of a mass layer surface, with mass layers composed of ethylene vinyl acetate (EVA), low density polyethylene (LDPE) and polyolefin elastomers (POE) base materials.
- Compile a data base of competitive products including performance characteristics and market price.
- Supervise and train a staff of three direct reports encouraging the development of new products and new methods of applying sound barrier and sound absorptive products.
- Report on sales activity at quarterly Polyfill financial review/board meetings.



- Serves a crucial role in identifying areas in which to invest research and development dollars in support of growing sales opportunities.

### **Qualifications of preferred candidates:**

- Experience and a record of success in automotive technical sales role
- Strong knowledge of automotive NVH market
- Ability to gain information on the unmet needs of customers
- A 4-year college degree, ideally a BS in an engineering discipline
- 5+ years' experience in an automotive technical sales role
- In-depth knowledge of the automotive NVH sales process from concept to purchase order
- Traveling to customers required
- A good working knowledge of Microsoft office products.

**\* We offer competitive pay, benefits, 401K and paid time off**

\*Offers of employment will be contingent upon satisfactory results of medical exams, drug tests, and background checks.