



CEREX Advanced Fabrics, Inc., located in Pensacola, FL, is the world's leading manufacturer of high-quality nonwoven nylon spunbond fabrics. CEREX has been in business for over 50 years serving a variety of specialty industrial markets around the world.

FILTRATION SALES MANAGER

The successful Filtration Sales Manager will grow business through developing customer relationships, acting as the primary interface with key decision makers by conducting research, asking probing questions and listening effectively during customer interactions. Responsibilities will include effectively supporting ongoing business and successfully developing new business with existing and new customers, targeting +8%/year growth.

Compensation: Salaried- Exempt, Bonus Plan

Benefits: Medical, Dental, Vision, Company paid Life, 401K, vacation, holidays, sick leave and LTD

Employment Type: Full-Time

Travel: Up to 30%

RESPONSIBILITIES

- Provide new business development leadership and support customer problem solving by developing and maintaining thorough understanding of CEREX capabilities, value propositions, customer applications and growth plans
- Achieve CEREX growth targets through Strategic Account Management, Profitable Pricing, New Project Initiation, Development Plan Execution and Lead/Prospect Nurturing
- Liaison between Operations, R&D/Product Development and Business Team to facilitate generation of new product applications with customers and prospects
- Drive execution of CEREX product qualifications at customer operations in tandem with CEREX Operations/Product Development Team
- Provide timely and accurate feedback on customer growth strategy, forecasts, business changes, personnel changes, and other pertinent customer details
- Maintain customer relationships through consistent communication and in-person visits as appropriate to develop and execute growth strategy
- Participate in key industry events, representing CEREX in a professional manner, and obtain market intelligence for feedback to the organization

EDUCATION/EXPERIENCE:

Required:

- BS Degree in Engineering, Technology or Related Manufacturing Field
- Documented Analytical/Technical Sales experience in Filtration, Nonwovens or tangential industry, 5-10 years
- Documented success with sales growth, project development and new customer acquisition
- Experience using Microsoft Office applications (Word, Excel, Outlook, PowerPoint)
- Experience using CRM platforms, especially with Salesforce
- Specialty Nonwovens Technical/ Sales experience; or Liquid Filtration Product/Process experience

SEND RESUME AND COVER LETTER TO:

Attn: Kimberley Espinosa

610 Chemstrand Rd, Cantonment, FL 32533

Office (850) 937-3316

Mobile (850) 977-1575

kespinosa@cerex.com

CEREX Advanced Fabrics is an Equal Employment Opportunity Employer and complies with all DOL requirements including the Americans with Disabilities and Military Veterans Act. All qualified applicants will be considered for employment without regard to race, religion, color, national origin, sex, age, status as a protected veteran or as a qualified individual with a disability.