



**Job Title: Outside Sales – Key Account Manager**

**Job Description:** Manages accounts and prospects for new business to increase sales within an assigned territory. This position reports to Global Sales Manager

**Location: Chandler, AZ**

**Job Responsibilities:**

- Quoting and estimating customer provided engineered prints, designs, and concepts
- Responsible for customer follow-up and maintenance to insure satisfaction and service on existing accounts
- Interaction with both the customer and the different departments of company's facility throughout the various stages of product development
- Ensure the proper evaluation and approval of design changes, specifications, and drawing releases
- Grow key accounts and maximize their profit margin

**Qualifications:**

- Experience in sales and product development a plus
- Related business experience in the semiconductor, military, aerospace, medical, and industrial markets
- Able to read and understand engineered 2D prints/drawings
- Ability to be able to sell value-added products
- Ability to discuss multiple products and services in a high paced environment
- Experience in CNC machining of plastic and metal parts a plus
- Knowledge of high performance plastic polymers preferred
- Bachelor's degree in business or engineering preferred or equivalent experience
- 2-4 year work history

We offer a highly competitive benefits package and a competitive pay based on experience. For consideration, please submit resume to [rlcose@piperplastics.com](mailto:rlcose@piperplastics.com).

An Affirmative Action/Equal Opportunity Employee