

POSITION PROFILE:

Tollcoating Account Manager

SUMMARY

Do you have a background in advanced materials, some knowledge of coating, and strong sales and marketing background in customer focused organizations? If so, perhaps this full time opportunity is for you...

Carestream Health's Oregon and Colorado Manufacturing facilities have an opening for a Tollcoating Account Manager.

This position is responsible for management of Tollcoating customers both existing and prospective, for driving the product commercialization process with selected customers, and for development of new potential accounts in selected market segments. The Account Manager works with the Tollcoating General Manager and manufacturing and engineering groups in delivering the financial results for contract coating according to plan.

Candidates that will relocate to Oregon are ideal. Candidates that are willing to split their time between Medford, OR (two weeks out of every month) and their home will also be considered. Ft. Collins, CO is the location of one of our plants and is also a possibility for strong candidates.

EDUCATIONAL REQUIREMENTS and BACKGROUND

BS Degree in Engineering or technical degree required, MBA or Masters in Engineering preferred.

Qualifications:

- Must be a Permanent Resident or US Citizen.
- Must have an existing rolodex and network in several of the coating and or advanced materials fields that represent our key markets (display, membrane, electrical and electronics, battery, imaging, medical. lighting
- Direct experience with manufacturing required.
- Solid background in manufacturing value streams.
- Ability to operate effectively in a cross-functional environment.
- Demonstrated ability to work autonomously.
- Outstanding interpersonal skills and ability to quickly build and maintain relationships.

PRIMARY RESPONSIBILITIES

- Engage in initial discussions with customers
- Document customer requirements and generate technical assessments
- Prepare pricing quotations for work and put in place appropriate contractual agreements
- Lead customer site visits
- Host regular discussions with current and prospective customers in effective routine account management
- Drive the schedule for technical and commercial schedule progress and milestones by functioning as a Commercialization Business Manager on specific accounts. This requires providing overall leadership to a number of engineering and plant operations personnel responsible for the progress of a product or service from concept through production.
- Conduct post coating discussion to assess customer satisfaction with Carestream operations

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- Serve as the customer advocate with Carestream
- Function as a Market Segment Manager for several markets, generalizing knowledge to be able to identify new customers in a particular segment on a routine basis.
- Report internally on progress

How to apply?

Please visit our Carestream website and search our jobs. This specific position is at:

<http://www.carestream.com/csh-careers.html> under **4404BR** Tollcoating Account Manager. We look forward to hearing from you.