



## **North American Account Manager**

Polycorp is an industry leader in the design and manufacture of engineered polymer products that serves a global customer base in the Transportation, Mining and Protective Linings industries. The Transportation Division has developed an exciting new line of noise and vibration products for the freight Railroad market. We are currently seeking to fill a full-time position for a **North American Account Manager** for our Transportation Division.

**Key Responsibility and Accountability:** Selling our new noise and vibration products to our freight railroad Customers. Grow relationships with our current Customer base and develop new relationships with new Customers with the specific goals of consistently growing annual sales in North America.

### Product Details:

- Polycorp recently received our 3<sup>rd</sup> party global certification of production line and lab in Elora that enables us to enter this closed market and be begin selling
- Relatively new to the untapped North American market (only a few installation) but has been used extensively in Europe for over a decade
- Polycorp has a strong market position and several reference jobs in Europe.
- Polycorp designs, develops, and makes the product in our Plant in Elora

### Ideal Candidate will be able to:

- Multi-task and prioritize their efforts towards several awarded jobs and new leads at once
- Utilize a persistent attitude and interpersonal skills to initiate meetings with new and potential Customers
- Completely manage securing large jobs that could begin as simple leads in news articles

### Personality and Work Values conducive to:

- No fear of knocking on new doors
- Maximizing connections found at Industry Conferences
- Identifying potential jobs and travelling to the key decision makers
- Chasing leads down to conclusion
- Proven appetite to win big jobs

A desire to learn from hands on construction job site visits is important and also provides key feedback for the division.

Having a background in freight railroad industry would be a huge benefit.

Work hours and travel flexibility is a must as a portion of our Customers are not in the Eastern Time zone and travel is expected. Being mechanically inclined is a huge bonus. Solid understanding of Microsoft Excel, Word, and Project along with good writing skills are key assets.

Education base should be a degree or diploma in Business or other and an Experience base of 3-5+ years in some form of sales. Expected US and Canada travel is 20-50%. Position reports to the Division Manager.

Qualified applicants should submit their resumes, cover letter, and salary expectations to:

**Human Resources - Polycorp Ltd. 33 York St. Elora, ON N0B 1S0**  
**Or by e-mail to [careers@poly-corp.com](mailto:careers@poly-corp.com)**

**P O L Y C O R P L T D .**

33 York Street, Elora, Ontario, Canada N0B 1S0 Toll Free: 1-800-265-2710 Tel: (519) 846-2075 Fax: (519) 846-2372



**We thank all applicants for their interest, however, only those selected for interview will be contacted.**

**We are an equal opportunity employer and are committed to providing employment accommodation in accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, 2005 (AODA). Polycorp will provide accommodations to job applicants with disabilities throughout the recruitment process. If you require an accommodation, please notify us and we will work with you to meet your needs.**

**POLYCORP LTD.**

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