

Almatis stands for Alumina Materials Innovative Solutions. With a century of technical expertise in the production and sale of high quality specialty alumina materials, Almatis is the leading global supplier of Premium Alumina. Almatis has 900 employees in 20 locations worldwide. Almatis products are used in a variety of industries – including ceramics, electronics, steel production, cement production, non-ferrous metal production, plastics, paper, and carpet manufacturing.

Almatis is seeking for its facility in Leetsdale, Pennsylvania, an

Regional Account Manager (RAM), Ceramics, US & Canada

➔ Job Summary

The Regional Account Manager is a sales position within Almatis' Leetsdale location and is responsible for sales of products to a designated customer base within the CPO Market. The customer base includes vital and strategic customers within the CPO Market. Responsibilities include: maximizing profitability, customer satisfaction, sales volume, and margin growth in the ceramics, polishing and other markets.

➔ Primary Responsibilities

- Candidate is first point of contact for new customer inquires, sample requests, pricing, and product selections/recommendations.
- Incumbent will have general exposure to all ceramic and polishing applications with specific customer accounts.
- Manage existing customers and distributors in North America & Canada regarding sales and marketing of CPO.
- Identify, develop and implement plans to pursue new prospects and technical needs for CPO in North America & Canada.
- Interface and provide input to production and R&D regarding new or modified product requirements for new or existing markets.
- Develop and implement pricing strategies to Almatis customers/prospects which will enhance unit revenue and DSO.
- Provide communication to key management and non-management personnel via reports and direct contact and review customer feedback on product performance.
- Manage sales expense budget, manage pricing with customer sales unit, and forecast product demand.
- Maintain updates on activities with customer service group on customer accounts and pricing.

➔ Education and/or Experience

- Bachelor's Degree in Engineering, preferable Ceramics or Material Science, from an accredited University or College, required.
- At least 2 – 5 years of prior relevant experience in ceramics industry.

➔ Desired Characteristics:

- Solid understanding of ceramics processing and process control methods.
- Exceptional communication skills and ability to work cross functionally with all plant, engineering, sales, and support departments.
- Excellent analytic and problem solving skills.

- Ability to interface effectively with different backgrounds throughout all levels of the organization.
- Ability to manage time and multiple priorities in a fast paced manufacturing environment with changing priorities and schedules.

We understand that people are the cornerstone of our and our stakeholders' success. Our people and our business partners come from many different countries and cultures, speaking different languages. We appreciate this diversity. It is a source of new ideas, further insights and innovative concepts. If you want to be part of a fast growing, worldwide company, please send or mail your resume to:

Almatis, Inc.

501 West Park Road,
Leetsdale, PA 15056,
Attention Human Resource Manager
E-mail: Karen.Howe@almatis.com