



Sales Manager

Overview: Matchless Plastics, Inc. (MPI) is a privately owned plastic injection molding company located in Plymouth, MN.

While we've been in business for over 35 years, we have new ownership and new leadership, and we're excited about the possibilities in front of us. We're looking for a Sales Manager who shares our passion and hunger for future opportunities, and who lives by our core values: Committed to Customers, Committed to Team, Committed to Growth.

Job Description: As a Sales Manager you will be responsible for driving revenue growth through customer engagement, and solution-oriented selling strategies. You will work closely with our quality, tooling, production, and customer service teams to understand client requirements and internal capabilities, and deliver solutions that meet or exceed customer expectations.

This position will report to the CEO and will be a part of the leadership team. Overtime, this individual will have the opportunity to build a sales team, while continuing to work with customers.

Key Responsibilities:

1. **Customer Engagement:** Develop and maintain strong relationships with existing and potential customers, understanding their needs, challenges, and objectives. Act as a trusted advisor and primary point of contact for technical inquiries and support.
2. **Solution Selling:** Collaborate with customers to identify opportunities for customized solutions that address their specific requirements. Work closely with internal teams to develop and present comprehensive proposals and quotations.
3. **New Business Development:** Proactively identify and pursue new business opportunities within target markets and industries. Conduct market research, prospecting, and lead generation activities to expand the customer base and increase market share.
4. **Project Management:** Coordinate with internal teams to manage the entire sales process from initial inquiry, to RFQ's and quoting, to closing. Ensure clear communication and timely follow-up, to meet customer timelines and expectations.
5. **Continuous Improvement:** Stay updated on industry trends, technological advancements, and competitive landscape related to injection molding. Provide feedback and insights to internal teams to drive product innovation and process improvements.
6. **Leadership Team:** Contribute to overall MPI decisions and strategy across all functions and topics through weekly, quarterly, and annual meetings with the rest of the LT.

Qualifications:

- Bachelor's degree required.
- Previous experience in sales or related roles within the manufacturing industry.
- Strong understanding of thermoforming and/or injection molding processes, materials, and design principles.
- Excellent communication, presentation, and negotiation skills.
- Proven ability to build and maintain relationships with customers and internal stakeholders.
- Results-oriented mindset with a focus on achieving sales targets and driving business growth.
- Ability to work independently, manage multiple projects simultaneously, and thrive in a fast-paced environment.
- Willingness to travel as needed to meet with customers, attend industry events, and participate in trade shows.