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We are hiring a Sales Manager

Dimension-Polyant is looking to hire a seasoned, hardworking, intelligent, and over-achieving Sales Manager with proven experience and a decisive passion for selling their X-Pac® and technical fabric solutions to strategic customers. X-Pac® is a rapidly growing premium brand within the outdoor as well as functional fashion market. It's a dynamic and innovative brand with a diverse range of customers and ambitious sales targets. Dimension-Polyant works with a large selection of global brands as well as cutting-edge boutique brands in both outdoor and functional fashion markets.

As part of the Technical Fabrics team, the Sales Manager will be primarily responsible for selling X-Pac® to new prospects, as well as supporting existing customers, ensuring technical superiority as well as high renewal and customer satisfaction levels. This role will be the point person for X-Pac® marketing activities and will liaison with internal and external teams in all marketing matters. Measures of success include new customer acquisition rates and contribution to X-Pac® and technical fabrics sales, as well as overall business success.

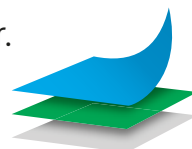
The ideal candidate will be a creative strategist and entrepreneur with a passion for the outdoors. Experience in technical sales and an aptitude for building strong relationships with strategic and technically advanced customers will provide a foundation for success in this role. Dimension-Polyant is looking for a goal-oriented individual who drives sustainable financial growth by boosting sales and identifying new commercial opportunities. He/She will work closely with customer service and the production teams to meet customer deadlines and serve the largest outdoor brands in the world. This is a rare opportunity to be closely involved with a well-established niche brand and to assist growing it into a true ingredient brand on the global scale.

Based in Dimension-Polyant office: Putnam, Connecticut

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How you'll make an impact

- Accelerate X-Pac® sales forward to (or exceeding) budget year-over-year by identifying needs and requirements to promote X-Pac® while achieving mutual satisfaction
- Promote X-Pac® to a wide range of customers through internet activities, direct visits to customers, and trade shows exhibits
- Inspire and be creative in establishing new and innovative ways to market X-Pac®; participate in and individually drive product development ideas forward
- Work to boost Technical Fabrics growth and service the division's key accounts
- Select and initiate co-development opportunities for Technical Fabrics
- Arrange and conduct business meetings with prospective clients
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition
- Promote the company's product/capabilities/services addressing or predicting clients' objectives
- Act to acquire new customers and establish long-term and significant relationships
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Build and maintain profitable partnerships with key stakeholders
- Serve as link of communication between key customers and internal teams
- Collaborate with diverse teams (production, sales, customer service, R&D, etc.)
- Successfully match customer pain points/requirements to proposed solutions
- Partner with management and Head of Technical Fabrics to develop new products, as well as plan, prepare and execute strategic sales cycles
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Assist in procurement of new technical raw materials
- Be key contact for customer service representatives

What makes you qualified

- Bachelor's degree in marketing, business administration, or related field
- 5-10 years of sales experience with proven success with a technical or customized product
- Knowledge of textiles is a plus
- Ability to work with cross functional teams to achieve sales goals
- Excellent analytical skills and solid business and financial acumen
- Strong understanding of a productive sales culture; how to develop and sustain it as well as the role of coaching in professional development
- Strong negotiation skills
- Highly organized with the ability to manage multiple initiatives and activities simultaneously
- Excellent verbal and written communication and presentations skills
- Proficient with MS office
- Ability to travel domestically and internationally to visit niche industry customers and serve the largest outdoor brands in the world

To apply contact:

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