



## Technical Sales Manager

Midwest is looking for an experienced technical expert in the nonwovens industry capable of commercializing non-woven goods and expanding our current portfolio of products. The Technical Sales Manager is responsible for providing technical solutions to customers on projects or programs, including bringing a product from ideation and assessment phase to development, engineering, testing and commercialization. This role supports the Sales, Marketing, Production, and Quality teams while driving sustainable growth with our customers and markets.

### Objectives

Midwest is hiring this position to drive growth. In doing this, the position will be responsible for leading technical discussions with new and existing clients, as well as developing material options with nonwoven suppliers and providing new additions to our comprehensive product portfolio.

### Leadership Style

- Fosters a proactive, participative, cooperative work environment that encourages innovation and efficiencies while balancing customer needs with company strategies and goals.
- Removes obstacles that would prevent the company from achieving its overall goals.
- Demonstrates leadership by example through daily commitment to Customer Solutions.
- Mentor associates on nonwoven materials through active engagement, feedback and coaching.
- Solve process problems, with a customer focus, that is fact-finding and results oriented.

### Responsibilities:

- Translating business requirements into technical specifications & vice versa
- Performing customer interviews and market assessments
- Planning and designing product roadmap
- Aligning product development with business goals



- Ensuring timely completion of the product development without cost overruns
- Creating a Product vision both internally and with key external partners
- Drive product launches including working with internal teams, executives, and other members of manufacturing
- Act as product evangelist to build awareness and understanding internally and externally to the markets
- Represent the company by visiting customer and vendors to solicit feedback on company products and services
- Gathering customer requirements
- Assessing market demand
- Defining product strategy
- Creating marketing plan
- Ensuring customer satisfaction
- Additional duties as required.

## **Requirements: Qualifications/Competency:**

### **Education and/or Experience:**

1. Bachelor's degree or equivalent required
2. 10+ years nonwovens experience in a manufacturing setting
3. 5+ years in product development in filtration media

### **Other Skills and Abilities:**

1. Outstanding written and verbal communication skills
2. Outstanding organizational, multi-tasking and problem-solving skills
3. Strong leadership skills, Strong ability to influence cross-functionally

### **Measurements of Effectiveness:**

1. Total Revenue reaching annual company target.
2. New Business Revenue reaching annual company target.



3. Product development goals such as New Families or New SKUs of products introduced.

Must be able to work in a supportive team environment that is fast paced with a strong commitment to accountability.

This posting is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required in this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

### **About Midwest Filtration:**

Midwest Filtration is a leading filtration solution provider who specializes in customized and engineered nonwoven media for the toughest challenges in both air and liquid filtration. For over 38 years, Midwest Filtration has been serving filtration customers with the widest selection of the nonwoven materials and best-in-class converting services. Operating out of a 180,000 square foot state-of-the-art facility, Midwest Filtration has a proven & experienced team, a wide range of capabilities, and one of the broadest ranges of media selection, including the latest new technologies and new materials.

Midwest Filtration carries over 20 million yards of raw material inventory with 500+ different types of products. We are partnered with dozens of raw material suppliers globally to bring the best media solution to OEM's filtration needs. Our team draws on over one hundred years of technical and manufacturing expertise to provide the most cost-effective filtration and media solutions available. We thrive to provide a rapid response and the best customer experience.

Midwest Filtration, LLC. is an equal opportunity, affirmative action employer and considers qualified applicants for employment without regard to race, color, creed, religion, marital status, national origin, sex, sexual orientation, gender identity, age, physical or mental disability, veteran status, and those laws, directives, and regulations of Federal, State and Local governing bodies or agencies.

*This role does not offer sponsorship employment benefits and being authorized to work in the U.S. is a precondition of employment. You must be a U.S. Citizen, U.S. National, or recent lawful permanent resident to apply.*



**Job Type:** Full-time

**Pay types:**

- Base Pay
- Incentives/Bonus on New Business
- Annual Performance Bonus based on goals

**Standard Company Benefits**

- Medical
- Dental
- Vision
- Supplemental Life Insurance
- 401K Match
- Etc.

**Company Paid Benefits (at no cost to the employee)**

- Life Insurance
- Short Term Disability
- Long Term Disability
- Employee Assistance Program
- Etc.

**PLEASE SEND RESUME AND COVER LETTER TO:**

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