



Trexel VP Sales and Marketing

Trexel provides innovative microcellular plastics processing technology to the automotive, packaging, medical devices, electronics and appliance industries. The MuCell® process originally invented at M.I.T. and commercially developed by Trexel is a patented system for injection molding of microcellular foams, enhancing sustainability and improving process and product attributes. Trexel is a small but global company and maintains subsidiaries in Europe, Japan and Asia.

The VP of Sales and Marketing, reporting to Trexel's CEO will have broad and direct responsibility for Trexel's Business activities in the US, Europe, and Japan as well as assuring effective Global coordination across our target markets and applications. This is a demanding hands-on job which requires a high level of strategic skill complemented by strong tactical sales drive. The successful candidate will also demonstrate proven business skill in negotiating successful agreements with customers and partners.

Sales Responsibilities include:

- Directly responding to and developing all non-packaging North American sales opportunities
- Managing Trexel's Sales Manager of Global Packaging
- Managing three Sales Manager direct reports in Europe
- Supervising and directing an Internal Sales Manager
- Overseeing our Japan activities
- Preparing and presenting Quarterly Sales Forecasts to the CEO and Board of Directors
- Coordinating with the CEO and Technical Team on Product and Applications priorities
- Taking a lead role in managing and developing the Company's key partner relationships
- Pursuing business development initiatives as appropriate

Marketing Responsibilities include:

- Effective direction and supervision of Internal Sales Coordinator
- Effective use of the company's CRM System globally and optimizing data tracking and contact management and reporting through the CRM system
- Improving Trexel's social media presence and providing direction to Trexel's public relations contact
- Coordinating and improving technical sales information to ensure that the global sales team is properly informed on applications successes and business opportunities
- Developing marketing campaigns to promote Trexel's applications success to targeted customers and markets



Qualifications and Experience

The successful candidate will have extensive sales and marketing experience in the plastics industry and a strong knowledge of injection molding processes. Experience working in the automotive industry, packaging industry, and/or electronics industry is important.

Experience in selling/marketing specialty materials or secondary process technologies aimed at solving plastics manufacturing challenges is extremely relevant. Experience in offering precision molding solutions or custom automation is also a plus.

The ability to develop customers for Trexel depends on being able to match the advantages of our globally recognized MuCell and TecoCell products to our customers' needs and identify solutions to an array of manufacturing challenges affecting product quality, cost, and efficiency. Therefore, the VP must be comfortable in industrial, technical situations which call for an understanding of equipment, material, or process challenges.

Finally, Trexel's success depends on its small but efficient sales and applications team and the VP must have an excellent proven track record in leading and motivating small teams.

Requirements include a technical and business education, and a college degree. Competence in developing presentation materials and excellent writing skills are important. Strong presentation skills are a must. Bilingual capability in English and Spanish or German would be a big plus.

We offer a highly competitive salary and equity may also be available to the right candidate.

Trexel is an equal opportunity employer.

Please submit resume and other information to David Bernstein, Chairman of the Board, Trexel, Inc. d.bernstein@trexel.com