



## Job Description – Primus Coating Michigan

Job Title: PVD Coating Sales Engineer

Location: Michigan area

Position Type: Full-time, Salaried

Compensation: \$60,000/year base salary + commission

Benefits: Company car for business use, 3 weeks vacation (pro-rata) + national holidays, additional benefits per company policy

Reports To: General Manager

### Position Summary

The PVD Coating Sales Engineer is responsible for driving sales growth and strengthening customer relationships within the PVD coating industry. This role requires a blend of technical knowledge and sales ability to identify customer needs, provide tailored solutions, and ensure customer satisfaction. The Sales Engineer will collaborate closely with production, engineering, and quality teams to align customer requirements with company capabilities, while actively pursuing new business opportunities.

Candidates with an existing customer portfolio in coatings, tooling, or related industries are strongly preferred, as this will accelerate business development and market penetration.

### Key Responsibilities

- Develop and execute sales strategies to achieve revenue and growth targets.
- Identify and pursue new business opportunities within assigned territories.
- Collaborate with engineering, production, and quality teams to ensure customer requirements are met.
- Negotiate contracts and agreements in alignment with company policies.
- Provide regular sales forecasts, activity reports, and market intelligence to management.
- Represent the company at trade shows, customer visits, and industry events.
- Act as a technical advisor to customers on PVD coating applications and benefits.
- Ensure compliance with company standards, ethical practices, and customer satisfaction goals.

**PrimusCoating**

1114 Stones River Court  
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[www.primuscoating.com](http://www.primuscoating.com)



### **Qualifications**

- Bachelor's degree in engineering, materials science, or related technical field (preferred).
- 3–5 years of experience in technical sales, ideally in coatings, tooling, or manufacturing industries.
- Existing customer portfolio in relevant industries strongly preferred.
- Strong technical aptitude and ability to communicate complex concepts clearly.
- Proven track record of meeting or exceeding sales targets.
- Excellent negotiation, presentation, and interpersonal skills.
- Self-motivated, results-oriented, and able to manage multiple accounts and priorities.
- Willingness to travel regularly to customer sites.

### **Authority of the Role**

- Develop pricing proposals within company guidelines.
- Negotiate customer agreements within approved terms.
- Manage assigned customer accounts and territories.
- Recommend market strategies and new opportunities to management.

### **Application:**

If you are interested in this challenging position and would like to become part of our successful team, please send your complete application documents, stating your earliest possible starting date to [rodrigok@primuscoating.com](mailto:rodrigok@primuscoating.com)

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