Abrasives Systems Specialist

Apply

Remote
Remote - Idaho
Full time
Posted 5 Days Ago
R01112575

Job Description:

Job Title
Abrasives Systems Specialist: Idaho/Montana/ Eastern Washington

Collaborate with innovative 3Mers Around the World
Choosing where to start and grow your career has a major impact on your professional and personal life, so it's equally important you know that the company that you choose to work at, and its leaders, will support and guide you. With a diversity of people, global locations, technologies and products, 3M is a place where you can collaborate with other curious, creative 3Mers.

This position provides an opportunity to transition from other private, public, government or military experience to a 3M career.
The Impact You’ll Make in this Role
As an Abrasives Specialist, you will have the opportunity to tap into your curiosity and collaborate with some of the most innovative and diverse people around the world. Here, you will make an impact by:

- Being accountable for the Abrasives & Tools forecast attainment within Abrasives Systems Division (ASD)
- Leading and driving to execute ASD key growth initiatives and strategies in the Idaho, Montana, Washington industrial sector
- Developing customers and application processes to drive growth of the Abrasives & Tools portfolio.
- Collaborating with the Abrasives Division marketing, technical service, and leadership team to drive growth programs
- Supporting ISMC National Account Team on strategic ASD growth initiatives
- Understanding and driving pipeline opportunities, strategic planning for new opportunities and regular business reviews relative to key markets and key end-user customers
- Develop sales strategies and adjust to meet changing market and competitive conditions for complex product lines.
- Implement and execute on business priorities.
- Support and engage channel, end users and key accounts with daily sales calls on medium-large customers, corner office meetings, and production floor interaction.
- Prepare and conduct presentations/product demos at distributor partner and end user customer locations (business reviews, product trainings, etc.).

Company Vehicle
This position requires driving a company vehicle, which will require pre-employment and ongoing review of motor vehicle history for candidates who are offered and hired for this position.

Your Skills and Expertise
To set you up for success in this role from day one, 3M requires (at a minimum) the following qualifications:

- Bachelor’s degree or higher (completed and verified prior to start)
- Three (3) years of field sales experience in a private, public, government or military environment
- Three (3) years of experience with Microsoft Word, Excel, and PowerPoint
- Current, valid Driver’s License.

Additional qualifications that could help you succeed even further in this role include:

- Master’s degree in business from an accredited institution
- Five (5) years of industrial sales experience in a private, public, government or military environment
- Experience calling on and managing corner office executive level relationships.
- Experience managing a complex channel landscape within accounts over $1M.
- Presentation skills, CRM (Salesforce.com), written and verbal communication, business planning, sales, and competitive testing.
- Expertise in Abrasives & Tools portfolio and systems
- Experience with Abrasives & Tools specific industrial safety regulations
- Experience in managing key accounts
- Experience in contract negotiations

#LI-Remote
Work location:
  • Remote Boise, Idaho

Travel: May include up to 50%-60% domestic
Relocation Assistance: May be authorized

Must be legally authorized to work in country of employment without sponsorship for employment visa status (e.g., H1B status).

Supporting Your Well-being
3M offers many programs to help you live your best life – both physically and financially. To ensure competitive pay and benefits, 3M regularly benchmarks with other companies that are comparable in size and scope.

Chat with Max
For assistance with searching through our current job openings or for more information about all things 3M, visit Max, our virtual recruiting

Learn more about 3M's creative solutions to the world's problems at www.3M.com or on Twitter @3M.

Responsibilities of this position include that corporate policies, procedures and security standards are complied with while performing assigned duties.

Our approach to flexibility is called Work Your Way, which puts employees first and drives well-being in ways that enable 3M's business and performance goals. You have flexibility in where and when work gets done. It all depends on where and when you can do your best work.

Pay & Benefits Overview: https://www.3m.com/3M/en_US/careers-us/working-at-3m/benefits/

3M is an equal opportunity employer. 3M will not discriminate against any applicant for employment on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status.

Please note: your application may not be considered if you do not provide your education and work history, either by: 1) uploading a resume, or 2) entering the information into the application fields directly.

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About Us

At 3M we apply science in collaborative ways to improve lives daily as our employees connect with customers all around the world. Learn more about 3M’s creative solutions to global challenges at www.3M.com or on Twitter @3M or @3MNews.

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