



Account Executive (Towaco, NJ)

Small Team...Meaningful Impact

Established in 1977, Panova has over 40 years of client-focused performance and is evolving as a market leader in engineered rubber, plastic, and metal solutions. Panova is a unique supplier, valuing our people as our most important resource. Our cost-effective, global manufacturing capabilities ensure superior performance & manufacturability as well as reliability throughout the product life cycle.

We are Driven by these Core Values

- Do the Right Thing: *Do the RIGHT thing...even when no one is looking.*
- Well Done!: *Excellence is 20% skill and 80% attitude.*
- Humility: *True humility is remaining teachable, regardless of how much you know.*
- Get Things Done: *If you want to be more productive, you must be a master of your minutes.*
- The Glass is Half Full: *Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence* (Helen Keller)

Does the Following Describe You?

- Fantastic listening and communication skills
- Embody our Core Values
- Intense hunter that is constantly looking for new opportunities
- Value-seller that is creative in solving client problems
- Positive attitude with an “abundance” mentality
- Highly effective at qualifying prospective clients

Who We Want

As we continue to grow our client base and expand our reach, we are seeking an Account Executive who believes they are a true Sales Hunter. They are self-motivated and consistently exceed all revenue and activity goals. Our ideal Account Executive maintains a healthy pipeline of new opportunities while maintaining and growing revenue with existing key clients. They welcome the challenge of finding companies needing custom rubber, plastic, and metal components and products that align with our target market and turning these interactions into deep, lasting relationships and strategic partnerships.

What You'll Do

As an Account Executive, you will be responsible for uncovering and qualifying new prospects in North America, primarily the continental US, by following and effectively executing the Panova's sales process. You will work closely with company team members to develop and present the right solution to meet client and prospect needs, then successfully close the sale. By embracing Panova's core values, you will maintain a high level of integrity pertaining to all interactions with coworkers, clients and strategic partners. As a valued team member, you will contribute to our new product development conversations and planning. You will maintain a high level of personal accountability by keeping our CRM/ERP system updated and providing recurrent updates to our management team.

Qualifications

Required:

- 3+ years of successful outside B2B sales experience
- Strong analytical and problem-solving skills
- Strong CRM skills
- Excellent hunting/prospecting skills
- Computer proficiency: MS Office (Word, Excel, Power Point), Video Conferencing
- Excellent verbal and written communication skills

Preferred:

- 5+ years of successful B2B sales experience
- Bachelor's degree in Business Administration or equivalent
- Experience in a manufacturing environment
- Understanding of 3D Models and 2D engineering drawings
- Negotiation Skills

What We Will Include

This role is designed for success. For the right individual, it will be an amazing fit and opportunity. We offer a base salary plus an uncapped commission package, retirement and health care benefits, PTO, and recurrent training.

How to apply

Please send a copy of your resume and include a cover letter to hr@panova.com explaining who you are and why you believe you are the best choice for this position.