



Position Title	Contract Coating Sales/Business Development Consultant
Company	Carestream Health Inc.
Organization	Medical Film and Printing Solutions Manufacturing
Position Description and Required Skills	<p>Carestream Health, A world leader in medical Imaging is looking for a Contract Coating Sales/Business Development Consultant for its state-of-the-art and highly versatile coating/converting operations, located in Windsor Colorado and Medford, Oregon.</p> <ul style="list-style-type: none">• The candidate must have experience in the coating industry -- specifically precision, multi-layer, high value technology.• The candidate must also have business development and/or technical sales and marketing experience.• It is highly desirable that the candidate have a large contact network in coating applications, new product development and web-based products.• He/She will be responsible for identifying, exploring and initiating new manufacturing prospects to create growth opportunities for manufacturing.• He/She will also research target markets and establish new contacts.• The candidate must have the ability to work independently and be self motivated.
Additional Desired Qualifications	<ul style="list-style-type: none">• It is preferred that the candidate have a degree in Engineering, Sciences or Business.• At least 10 years of experience in the coating industry.• At least 4 year experience in business development.• Excellent interpersonal and relationship building skills.• Demonstrated ability for cold calling and introductions.• Ability to effectively communicate and market the capabilities of manufacturing.• Ability to assess and promote the potential match between customer's business needs and manufacturing's capabilities.• Flexibility to travel to trade show and customer meetings.
Geographic Location	USA
Telecommuting	Yes

**Flexible Work
Days / Hours** Yes

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