

# CHANNEL DEVELOPMENT

# MANAGER (CDM)

CIMCOOL brands have been recognized as the technical leader in metalworking fluids since 1947, when CIMCOOL fluids were first introduced at a major trade show. Providing unparalleled technology and service, no other company offers the performance value of CIMCOOL metalworking fluids.

CIMCOOL Laboratories continue a tradition of developing new technologies that are on the cutting edge of continuous improvement for the manufacturing industry. CIMCOOL scientists are globally located in R&D Centers of Excellence to better serve our customer's needs. Their combined knowledge and application expertise contribute to performance and value our customers have come to expect.

Key performance areas:

The CDM will lead Cimcool's US Distribution channel. This will include managing distribution programs such as promotions, incentives, co-op marketing, training, forums and joint trade events and pricing strategy. The CDM will be responsible to grow the revenue and profitability of Cimcool's sales through distributors' and integrators'. This will include defining the optimal channel partners and retaining, adding or replacing partners to ensure Cimcool has the most dynamic and productive channel. This position is at the core of Cimcool's North America business and the CDM will be a member of the NA Cimcool leadership team.

The role covers the complete US, and requires a self-motivated, results-oriented sales manager with a passion to succeed. The ability to build strong relationships within the company and especially with the Cimcool sales organization and channel partners is critical.

Additionally, the Channel Development Manager will:

- Build an ambitious annual budget (revenue, volume, profits, expenses) for sales through distribution to grow sales and profitability for the Cimcool.
- Build strong sustainable trustworthy relationships with Cimcool channel partners
- Be the primary focal point for channel partners. This includes scheduled routine communication on strategic plans, projects, pricing expectations/status updates, business reviews, annual customer satisfaction surveys and recognition/rewards, etc.
- Collaborate with Cimcool sales management to ensure alignment of Cimcool sales personnel and channel partners' sales personnel in all regions to provide a strong unified team to support and grow Cimcool market share.
- Collaborate with Cimcool product managers and pricing coordinator to ensure alignment of channel partners with Cimcool's product and pricing strategies
- Closely monitor all channel partners' activities (revenue, growth, trial projects, joint calls, trends, etc) and report progress, issues, opportunities, and attainment of goals to Cimcool' business staff.
- Lead the planning and implementation of semi-annual Distributor Forums, participate in ISA and other relevant tradeshows and coordinate creation of promotional materials with Cimcool marketing department.

This is position is located in Blue Ash, Ohio.

The Channel Development Manager should also possess:

- Bachelor in Business, Finance or Marketing or equivalent field. Scientific background also acceptable with relevant channel management experience.
- Channel management in the Chemical industry within a highly competitive market is highly desirable. Experience in the Metal Working Fluids industry is a plus.
- At least 7 years of continuous experience in channel management with a complex portfolio of industry solutions.
- Proven track record of successful channel management projects leading to consistent and sustainable growth.
- Member of specific distribution associations optional but definitely a plus.
- Proven expertise in marketing and sales incentive techniques tailored to distributors.
- Excellent communication and interpersonal skills
- Work responsibly on your own and as part of cross-functional teams
- Easily develop productive relationships with clients and prospects and with stakeholders throughout the company
- Strong Computer and MS Office skills
- Ability to travel up to 50%

Benefits:

CIMCOOL offers a comprehensive total compensation package including a competitive benefits package of health, dental and disability insurance, and a 401(k) retirement savings plan. In addition, we provide opportunities for professional competence development and training, as well as opportunities for career advancement.

AAP/EEO M/F/H/V/D, Drug-free workplace. No third-party candidates please.

If interested in this position, please send a cover letter and resume to Mary Cox - [mary\\_cox@milacron.com](mailto:mary_cox@milacron.com).