

Regional Sales Manager – USA- Midwest

Cimbar Resources Inc.

Cimbar Resources Inc. has proudly served industrial markets since 1914. Headquartered in Chatsworth, Georgia, Cimbar operates multiple mining and production facilities across the United States, China, Mexico, and Pakistan.

Our industrial minerals portfolio comprises a broad range of high-quality, performance-engineered products designed to enhance processing efficiency, functionality, and end-use performance in applications such as polymers, coatings, and rubber. Our key end markets include automotive, appliances, construction, and consumer-oriented applications.

To support our growth strategy in North America, we are seeking a **Regional Sales Manager** for the Midwest. In this role, you will contribute directly to Cimbar's sales objectives by driving revenue growth, strengthening long-term customer relationships, collaborating with distribution partners, and developing new business opportunities. You will lead the full sales cycle—from prospecting and qualification through negotiation and deal closure.

Key Responsibilities

- Manage all commercial activities within the assigned territory, including direct accounts and distributor-managed customers.
- Build strong, long-term relationships with purchasing, operations, R&D, and executive stakeholders at customer organizations.
- Identify growth opportunities for existing products and lead new product introductions in collaboration with Marketing, Technical Service, and Operations.
- Lead pricing discussions, contract renewals, and commercial negotiations in alignment with business strategy.
- Develop, track, and manage a robust pipeline of active projects and opportunities using CRM tools.
- Act as the voice of the customer internally by sharing market intelligence, competitive insights, and unmet needs.
- Collaborate cross-functionally with Supply Chain, Customer Service, Operations, and Business Management to deliver customer value and resolve issues.
- Coordinate with distribution partners to ensure effective territory coverage, alignment, and performance.
- Provide regular reporting on sales performance, forecasts, and regional activity using CRM and business analytics tools.
- Achieve agreed financial and commercial objectives for the assigned territory and/or market segment.
- Actively participate in the development and execution of strategic and tactical sales and marketing plans.

Qualifications & Experience

- Bachelor's degree or experience in related mineral sales field.
- Business-fluent in English.
- Strong commercial acumen with demonstrated negotiation and deal-closing skills.
- Proficiency with standard business software and CRM systems.
- Excellent interpersonal, organizational, and time-management skills.
- Hands-on, self-motivated, pragmatic, and able to work independently.

Position Details

- Home-based position; preferred location in the Midwest United States.
- Approximately 40% of travel is required throughout the USA.

Compensation & Benefits

- Competitive, market-based salary commensurate with experience and education.
- Eligibility for an incentive compensation plan.
- Comprehensive benefits package including 401(k), medical, dental, vision, life, and disability insurance, as well as paid time off and paid sick leave.

Cimbar Performance Minerals is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, disability, veteran status, or any other status protected by law.