



Be part of an amazing success story!

Huayue New Materials was born 20 years ago from the will and dedication of two construction engineers who had a passion for making better insulation materials. These technologies are at the heart of many residential, commercial and industrial projects and applications from residential construction and making it save energy, tank and tank base so that they can be used for creating a cryogenic environment for storing special substances. Out of this passion resulted in the creation of one of the global major foam cellular glass producers in the world. Offering to its customers globally the widest insulation materials portfolio in the various industries. We are an innovation oriented high-tech enterprise which today has a group of senior and passionate researchers in the insulation industry giving us the means to growth and the way to future. In the last five years we have added three new major manufacturing units to meet the market demand. We are a team of 900 dedicated and passionate professionals and are looking for our:

General Manager for a Sales Organization Territory in North America

Essential Responsibilities

- Set up the legal entity in this area, recruit and lead the sales team.
- Identify and manage agents and distributors.
- Actively develop our sales in North America starting from our base in USA and increase market share.
- Set up area sales strategy, design, integrate and regulate of marketing resources, responsible for the sales management of respective areas.
- Develop and follow up large projects and ensure their success in coordination with the Headquarter in China.
- Collect and feedback competition situation, marketing performance, including price and cycle of products.
- Prepare sales budget proposals and track sales development by preparing forecasts and annual/monthly sales reports.
- Based on your experience provide customers with the basic technical support and solutions.
- Follow up and collect receivables.
- Extensive business traveling to customers and trade shows National/International.

Essential Skills

- BS in Construction Engineering possibly complemented by an MBA.
- 10 years experiences in the Insulation manufacturing markets in sales or technical sales.
- Knowledge of the customer base and established relationships in the Insulation manufacturing market.
- Excellent communication skills with technical and commercial acumen.
- Experience in starting up and leading a complex project from the onset including its costs and revenue.
- Proven Team management experience.
- Strong sense of responsibility.
- Business fluent English skills.
- Familiar with computer.
- Location: You are preferably based in the Los Angeles.

Salary & Performance Incentives

- To grow our business and keep us one step ahead, we want to attract, engage and retain the best people in the industry, we can tailor a highly competitive salary and benefits package for the right person.
- Please send your CV and application to hr@huayuecorp.com