



Commercial Vehicle Group, Inc. (CVGI) is a diversified industrial company that provides seating systems, electro-mechanical assemblies, wire harnesses, plastic parts, engineered structures, panel assemblies, and warehouse automation subsystems for many markets including ecommerce, e-tailing, trucking, last-mile delivery, electric vehicles, military equipment, warehouse equipment, buses, construction equipment, agricultural vehicles, specialty transportation vehicles, mining, industrial equipment and off-road recreational markets.

We are currently seeking a VP of Sales and Marketing, EMD at our New Albany, OH or Concord, NC facility.

**In this role, the incumbent will:**

- Responsible for aggressively growing the business, leading and managing day-to-day sales activity, funnel activity and customer focused sales efforts.
- Build, train, mentor, and coach the sales team to become best in class sales professionals.
- In collaboration with EMD's President and Division staff; define the product strategy and go-to-market roadmap.
- Oversee the customer qualification process and build a robust sales pipeline.
- Lead Marketing to develop core positioning and messaging for existing as well as new product lines and services, and develop high-end, cutting-edge selling tools.
- Serve as an industry expert by understanding CVG's products, customer and market trends and needs, and competitive differentiation.
- Actively work with Engineering to develop new products that strengthen CVG's industry leader position.
- Leverage rigid plastics and resin market knowledge, translate data into actionable insights, and commercialize products.
- Set pricing to meet revenue and profitability goals. Negotiate business relationships and customer contracts.
- Assess existing partnerships and develop new partnerships with value chain partners.
- Develop monthly, annual and 3-year strategic revenue forecasts.

**Requirements:**

- Bachelor's degree in business, or engineering; combination business and technical degrees a plus
- Ten plus years demonstrated relevant skills and quantifiable results in the plastics industry
- Experience in injection molding, thermoforming, reaction injection molding, converting, thermoplastics, polyethylene, polypropylene, HDPE, or LDPE are a plus
- Experience in selling and marketing value-add products and services
- Successful management forecasting, market research, and sales planning
- Demonstrated track record of strong leadership, strategic thinking, communication and team work
- Strong analytical and project management experience with the ability to manage multiple projects
- Experience leading cross-function teams and being a team player
- Demonstrated success creating and launching new products
- Self-starter that takes initiative and is action oriented
- Demonstrated ability to help drive, and adapt to an evolving and growing organization



This position is not available for sponsorship currently.

Our eligible associates enjoy competitive wages and benefit package including comprehensive medical, dental, vision, 401(k) plan, company paid life insurance, paid holiday, and vacation time off.

Resumes may be submitted as directed below. Include the job title in all submissions.

Email:  
[HR@cvgrp.com](mailto:HR@cvgrp.com)

Fax:  
614-289-0377

Mail:  
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Attn: Human Resources  
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Different people approach opportunities and challenges differently which improves outcomes for customers, employees, and shareholders. CVG is committed to diversity and inclusion and welcomes qualified applications without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status or any or any other status protected by law.