

Job Title: Strategic Account Manager – FDM / High-Performance Materials

Mission:

Identify and develop high-value commercial applications for Tullomer™ filament, converting Z-Polymers' breakthrough material technology into strategic customer partnerships and revenue growth.

Job Overview:

Z-Polymers is seeking a highly connected, results-oriented Strategic Account Manager to drive revenue and customer adoption for Tullomer™, our flagship FDM filament. This is a key commercial role focused on fast-tracking new business development, translating technical potential into commercial impact across sectors like aerospace, defense, medical, industrial, and automotive.

Tullomer™ is an engineering-grade filament with unmatched strength, chemical resistance, and sustainability — printable on consumer-grade FDM printers. We're at an inflection point where breakthrough technology meets market opportunity, and we need someone who can bridge that gap with both credibility and urgency.

This role reports to the Senior Director of Business Development and works cross-functionally with applications engineers, marketing, and executive leadership.

Key Outcomes (12–18 Months):

- Generate **\$2–5M in new revenue** from customer contracts across 3+ target verticals.
- Secure **15–20 paying pilot customers** with clear paths to scaled production.
- Establish **2–3 strategic partnerships** with OEMs or major end-users validating Tullomer™ for application-specific use.

Key Responsibilities:

Strategic Sales & Revenue Generation

- Identify and convert high-value commercial opportunities where Tullomer™ solves material or performance challenges.
- Own the full sales cycle: lead generation, technical qualification, proposal development, negotiation, and closing.
- Build trust by delivering technical proofs-of-concept and early wins.
- Influence pricing strategy, market segmentation, and product roadmap decisions by bringing structured market feedback into the business.

Market Development & Customer Expansion

- Map application areas where Tullomer™ creates a differentiated advantage (e.g., thermal resistance, non-toxicity, recyclability, strength).
- Guide prospects through evaluation, pilot, and production adoption cycles.
- Coordinate with engineering teams to deliver customer-specific solutions and print profiles.

Channel & Strategic Partner Development

- Activate relationships with OEMs, service providers, and distributors to accelerate commercial reach.
- Structure and manage co-development and go-to-market partnerships with select strategic accounts.
- Equip partners with materials, training, and positioning support.

Industry Engagement & Field Intelligence

- Represent Z-Polymers at trade shows, on-site customer visits, and key industry events.
- Gather actionable intelligence on market trends, customer needs, and competitive positioning to inform product and GTM strategy.

Required Qualifications:

- 5–10 years in business development, strategic sales, or key account management in additive manufacturing or advanced materials.
- Technical fluency in FDM workflows, material properties, and validation requirements.
- Proven success introducing new technical materials into conservative or regulated industries.
- Strong track record navigating complex B2B sales cycles with engineering-driven decision makers.
- Existing relationships with OEMs, contract manufacturers, service bureaus, or end-users in verticals like aerospace, defense, medical, or industrial.
- Willingness to travel for customer engagements and industry events.

Preferred Qualifications:

- Bachelor's degree in engineering, materials science, or business (MBA a plus).
- Experience with high-performance materials (e.g., PEEK, ULTEM™, PPS, carbon fiber)
- Prior work in a startup or early-stage growth company.
- Familiarity with regulated or spec-driven verticals (e.g., FDA, AS9100, ITAR environments).

Key Attributes for Success:

- **Hunter Mentality:** Thrives on opening new doors and creating value where none existed.
- **Technical Curiosity:** Drawn to how things work, and why they fail — uses that insight to drive adoption.
- **Persistent & Patient:** Comfortable with long sales cycles and complex qualification processes.
- **Collaborative Problem-Solver:** Sees objections as opportunities to work with technical and commercial teams to unblock adoption.
- **Comfortable with Ambiguity:** Operates effectively in fast-paced, dynamic environments with minimal structure.

Compensation:

This role includes a **competitive base salary + uncapped commission**, with variable compensation tied directly to revenue growth and customer acquisition milestones. High performers will be rewarded with **significant upside potential** and long-term growth opportunities.

What We Offer:

- A high-impact, high-visibility role at a breakthrough materials company.
- Direct influence on market strategy and revenue outcomes.
- A collaborative, entrepreneurial culture that values ownership and results.
- Access to Tullomer™, a proprietary technology with unmatched market potential.
- Competitive salary, performance incentives, and benefits package.

Please send resumes to info@z-polymers.com