Position Title: Regional Sales Manager, Plastic Injection Molding & Metal Stamping

Company: DIAL (Dial Tool Industries)

Location: Addison, IL (Preferred) | Remote/Hybrid consideration for qualified candidates located within major Midwest manufacturing markets.

FLSA Status: Exempt

Employment Type: Full-Time | Hybrid

Travel Requirement: Up to 35% travel throughout the Midwest with occasional North American travel.

Compensation: $86,000 – $114,000 annually plus company bonus program.

Date: May 29, 2026

POSITION OVERVIEW

DIAL is seeking a Regional Sales Manager to drive new business growth across our metal stamping, plastic injection molding, insert molding, and assembly capabilities.

The preferred candidate will be based near Addison, Illinois and work on-site at our facility when not traveling to customers. However, we are also open to remote candidates located within major Midwest manufacturing and OEM markets who can effectively support customer development and regional travel.

This is an individual contributor role reporting directly to the Head of Sales & Marketing. We are looking for a self-driven, relationship-focused professional with a strong hunter mentality and an established network within OEM, Tier 1, Tier 2, contract manufacturing, EMS, or related industrial markets. The ideal candidate thrives on opening doors, developing new opportunities, and building long-term customer partnerships through solution-based sales.

WHAT YOU WILL DO

- Drive new business development across precision metal stamping, plastic injection molding, insert molding, overmolding, electromechanical assemblies, and custom manufacturing solutions.
- Build and manage a sales pipeline through prospecting, networking, referrals, trade shows, LinkedIn, CRM tools, market research, and customer engagement.
- Travel regularly to customer sites to build relationships, lead technical and commercial discussions, and identify new business opportunities.
- Lead opportunities from initial engagement through quoting, negotiations, award, launch, and long-term account growth while partnering with Engineering and Operations to support Design for Manufacturability (DFM), cost reduction initiatives, and production optimization.
- Maintain CRM activity, pipeline forecasting, customer communications, and commercial strategy with a high level of accountability and organization.
- Represent DIAL through customer presentations, executive discussions, market intelligence, and strategic growth initiatives.

REQUIRED QUALIFICATIONS

- Bachelor's degree in Engineering, Manufacturing, Business, or a related field.
- 5+ years of experience in business development, technical sales, or account management within manufacturing, engineered components, or contract manufacturing environments.
- Proven track record of driving new business growth and closing complex engineered manufacturing opportunities.
- Experience developing new business through prospecting, networking, referrals, trade shows, and strategic account targeting.
- Existing relationships within OEM, Tier 1, Tier 2, EMS, contract manufacturing, automotive, electrical, electronics, industrial, medical device, aerospace, defense, appliance, or related manufacturing markets.
- Ability to navigate and build relationships across engineering, purchasing, quality, operations, program management, and leadership teams.
- Strong commercial understanding of quoting, pricing, margins, profitability, pipeline management, territory management, strategic account development, and long-term account growth.
- Proficiency with CRM systems, LinkedIn, AI tools, research platforms, and modern sales technologies.
- Strong communication and presentation skills with the ability to communicate effectively with both engineers and commercial teams

PREFERRED QUALIFICATIONS

- Experience supporting progressive stamping, reel-to-reel stamping, deep draw stamping, plastic injection molding, insert molding, overmolding, or electromechanical assemblies.
- Understanding of APQP, PPAP, New Product Introduction, launch support, and OEM supplier requirements.
- Ability to read and interpret technical drawings, CAD models, and manufacturing specifications.
- Ability to develop executive-level customer presentations and strategic sales materials.
- Background supporting multi-location or multi-brand manufacturing organizations.

WHY DIAL

Founded in 1955, DIAL is a U.S.-based precision manufacturer specializing in metal stamping, plastic injection molding, insert molding, and assembly all under one roof. Our focus on quality, partnership, and manufacturing excellence has made us a trusted supplier to top OEM brands Tier manufacturers.

EQUAL OPPORTUNITY EMPLOYER

DIAL is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status.

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