

Specialty Resources Inc.

<https://specialtyresources.com/job/strategic-account-quoting-specialist/>

Strategic Account Quoting Specialist

Description

This role goes well beyond preparing individual quotes. The person in this position will partner closely with the **Quoting and Logistics Manager and the Director of Global Sourcing & Logistics** to design, document, and continuously improve a repeatable strategy and playbook that becomes the standard operating model for how the company serves this account, and eventually other strategic accounts across the organization.

This is a highly visible, cross-functional position for someone who thinks strategically about pricing, supply chain, and client relationships, and who wants to build something lasting rather than simply process transactions. The ideal candidate combines a quantitative mindset with strong interpersonal skills, is comfortable operating with a good deal of independence, and can translate strategy into clear, teachable processes that other team members can follow and build upon.

Responsibilities

Essential Functions

Program Ownership and Strategy Development

- Serve as the primary owner of the quoting process and pricing strategy for one of the company's largest strategic accounts, working in direct partnership with the Global Logistics and Sourcing Manager.
- Design, build, and refine a documented playbook that captures best practices for sourcing, quoting, and supplier negotiation, and that can be taught to and adopted by other team members supporting this and possibly other strategic accounts.
- Continuously evaluate and improve the workflow for this account, identifying opportunities to increase speed, accuracy, and competitiveness of quotes while maintaining company margin objectives.
- Train and mentor other team members on the strategy, tools, and processes developed for this account, building organizational capability rather than individual dependency.
- Partner internally and directly with the client to understand evolving needs, anticipate upcoming opportunities, and position the company as a strategic supply chain partner rather than a transactional vendor.

Quoting and Sourcing Management

- Lead the end-to-end process for preparing, executing, and following up on customer requests for quotation, ensuring timeliness and alignment with company and client objectives.
- Review and analyze bid requirements to identify product and sourcing options that align with the client's specifications and long-term plans, while protecting company goals and targets.
- Solicit and evaluate supplier quotes to confirm pricing accuracy, completeness, and adherence to required timeframes.
- Assist with supplier selection and the assignment of requests for quotation, applying sound judgment about supplier capability, capacity, and fit for the account.
- Negotiate with current and prospective suppliers to reduce unit cost and

Hiring organization

Specialty Resources Inc.

Employment Type

Full-time

Education

- Degree in Business, Supply Chain Management, or Project Management, or equivalent professional experience.
- Prior experience in strategic account management, sourcing, or pricing strategy capacity is strongly preferred, though this role is designed to be accessible to candidates earlier in their career who demonstrate strong strategic thinking and ownership.
- Experience in a manufacturing environment such as precision machining, fabrication, metal stamping, foundry, or molded parts is a plus, but not required.

tooling cost, and to strengthen long-term supply terms for the account.

- Assist in recommending new domestic supplier sources and serve as an initial point of contact for quality and pricing conversations.
- Maintain a high level of product and supply-base knowledge across the categories relevant to the account.

Cross-Functional Collaboration

This role interfaces and collaborates directly with all business units at Specialty Resources, Inc., including quality, sales, finance, marketing, and client success, to ensure the strategy for this account is fully integrated across the organization. The Strategic Account Quoting Specialist should expect to represent the quoting and sourcing function in cross-departmental discussions and to communicate strategy, status, and recommendations clearly to stakeholders at varying levels of the organization.

Qualifications

Preferred Education and Background

- Strong interpersonal skills, with the ability to build trust and credibility with internal stakeholders, suppliers, and the client alike.
- A quantitative mindset, with comfort analyzing pricing data, cost structures, and quote performance to inform strategy.
- Strong written and oral communication skills, including the ability to explain strategy and process to others in a clear, teachable way.
- Ability to carry out and create instructions in written, oral, and diagram formats.
- Ability to define problems, gather data, establish facts, and draw valid conclusions.
- Demonstrated ability to work independently and lead initiatives, while also collaborating effectively in a team environment.
- Experience with lean manufacturing principles and a track record of championing continuous improvement.
- Ability to manage multiple simultaneous projects, requiring frequent communication, strong organization and time management, and sound problem-solving skills.
- Excellent time management and organizational skills, with the ability to meet important deadlines in a fast-paced environment.
- Strong computer skills, including proficiency with the Microsoft Office Suite and Outlook.
- Solid understanding of product specifications and order requirements.
- Ability to read blueprints and identify manufacturing processes from customer prints and drawings.
- Experience building and maintaining relationships across a supply base, along with strong networking skills.
- Ability to evaluate risk, assess scenarios, and make recommendations concerning the supply chain.

Job Location

On location in Chester Springs, PA, USA

Date posted

September 1, 2026