



RAR 201105

Sales Manager

The position is responsible for growing revenue by developing business with current and new customers. It is responsible for cultivating and managing relationships with customers for the purpose of growing business share in existing and new markets.

Location:

This position can be located anywhere in the Midwest from a remote home office.

Position Duties & Responsibilities:

- Develop new, profitable business opportunities in designated strategic markets, and new markets in which our capabilities would provide a value solution.
- Develops deep relationships with all customer buying influences to understand their business, product life-cycles, market factors and trends that impact their business. Establishes themselves with the customer as a knowledgeable, valuable resource, a solution provider. Leverages those relationships to ensure our client is seen as their Supplier of choice for engineered components
- Complete required internal reporting requirements to ensure that planning and execution is in alignment with strategy, and that the organization is aware of all customer opportunities, issues, etc. and how they impact the business.
- Negotiates pricing/contract issues as may be required. Promptly and professionally handles any pricing actions required for new and or existing products. Manages competitive threats to the business, ensuring awareness and appropriate actions.
- Manage sales funnel as a tool to predict and build future business. Work closely with Product Development on opportunities to ensure all customer requirements are understood (specifications, market price, timing, business case, etc.)
- Coordinates product and print review with customer engineering and is capable of making recommendations on manufacturability. Ensures that New Product Introductions (NPI) are handled professionally and in a timely fashion. Coordinates efforts between customer and NPI team to implement new programs and resolve issues quickly.
- Build and maintain great customer relationships, ensuring Voice of Customer is heard. Assisting in the resolution of delivery, quality and accounts receivable issues as deemed necessary and appropriate.
- Effective communication skills are required, both oral and written, internally and externally. Must have ability to convey complex ideas and promote discussion for the express purpose of building lasting relationships and create opportunities that result in new sales.

Desired Skills and Characteristics:

- Mechanically Inclined/Engineering/Technical Background
- Strong Oral & Written Communication Skills
- Organizational Ownership/Values Alignment
- Relationship Management
- Systematic Thinking
- Influencing and Negotiating
- Results Orientation
- Entrepreneurial
- Client Management
- Strategic Thinking and Problem-Solving Skills
- Job Knowledge / Business Acumen
- Doesn't Accept Defeat Easily
- Highly Organized and Motivated

Education & Qualifications:

- Bachelor's Degree or equivalent in engineering or related discipline preferred. Also, a BS in Sales/Marketing is acceptable if the candidate has 5+ years of technical sales experience.
- Five years minimum experience in technical selling, and project management, working with engineering and purchasing contacts at large customers (>\$10MM) at multiple locations.
- Must be proficient in navigating the internet and using internet search engines i.e. Google and LinkedIn.
- Must be proficient in Microsoft Office including, but not limited to, Word, PowerPoint, Excel and Outlook.
- Position requires attention to detail and creativity.
- Ability to manage and coordinate multiple tasks on multiple projects with multiple people is a must.
- Excellent communication and organizational skills at all levels with a focus on client management.

Measures of Success:

- New business wins
- Revenue growth within existing and new target accounts
- Customer retention/sticky relationships with key customers
- Margin success