

ATI Job Profile

OEM Sales Manager

Location: Novi, MI USA

Company Overview:

Accurate Technologies Inc. (ATI) is a leading global supplier of automotive development tools for measurement, calibration, and diagnostics (MCD). For over 30 years, ATI has provided innovative solutions that empower engineers to push the boundaries of vehicle development. We are seeking a dynamic and technically proficient OEM Sales Manager to join our team and drive the next phase of our growth.

Position Summary:

The OEM Sales Manager will be responsible for developing and executing strategic sales initiatives targeted at Original Equipment Manufacturers (OEMs) in the automotive industry. This pivotal role involves cultivating strong, long-term client relationships, managing the entire sales pipeline, and driving significant revenue growth. The ideal candidate will possess a unique blend of deep technical expertise in automotive calibration, instrumentation, and control systems, combined with exceptional sales acumen and negotiation skills.

Key Responsibilities

- **Strategic Sales Execution:** Develop and implement comprehensive sales strategies to achieve and exceed sales targets with OEM clients. Identify and pursue new business opportunities within the automotive sector.
- **Client Relationship Management:** Build, maintain, and grow strong relationships with key stakeholders—including engineers, project managers, and procurement leaders—at OEM accounts. Serve as the primary point of contact and trusted advisor for our partners.
- **Technical Consultation:** Leverage your deep technical knowledge to understand client needs and challenges. Collaborate with clients to ensure ATI's products and solutions meet their precise specifications for calibration, instrumentation, and control system development projects.
- **Sales Pipeline Management:** Manage the full sales cycle from lead generation and qualification to proposal development, contract negotiation, and closing. Maintain an accurate and up-to-date sales pipeline using our CRM system.

- **Forecasting and Reporting:** Provide accurate and timely sales forecasts, market analysis, and performance reports to senior management.
- **Internal Collaboration:** Act as the technical liaison between OEM clients and internal ATI teams, including Engineering, Product Development, and Marketing, to ensure seamless project execution and product alignment with market demands.
- **Market Intelligence:** Conduct continuous market research to stay informed about industry trends, competitor activities, and emerging technologies to position ATI as a leader in the market.

Required Qualifications and Skills:

- Bachelor's degree in Mechanical Engineering, Electrical Engineering, Computer Science, or a related technical field.
- 5+ years of experience in a technical sales, business development, or application engineering role within the automotive industry.
- **Direct, hands-on experience and deep understanding of:**
 - Automotive calibration tools and processes (e.g., CANape, INCA, etc.).
 - Instrumentation, data acquisition systems, and sensor technology.
 - Control system development, ECU fundamentals, and vehicle networking (CAN, Ethernet, etc.).
- Proven track record of meeting or exceeding sales quotas in an OEM-facing environment.
- Exceptional communication, presentation, and interpersonal skills, with the ability to articulate complex technical concepts to both technical and non-technical audiences.
- Strong negotiation, problem-solving, and strategic thinking abilities.
- Self-motivated, results-oriented, and able to work independently.
- Willingness to travel to client sites as required.

Preferred Qualifications:

- An existing network of contacts within automotive OEMs and Tier 1 suppliers.
- Experience with CRM software (e.g., Salesforce).
- Master's degree or MBA is a plus.

What we offer:

- A competitive salary with a lucrative commission structure.
- Comprehensive benefits package (Health, Dental, Vision, 401k).
- Opportunities for professional development and career advancement.
- A collaborative and innovative work environment at the forefront of automotive technology

To Apply: Interested candidates who meet the above qualifications are encouraged to submit their resume and a cover letter detailing their relevant experience and why they are the best fit for this role.

Please submit information to HR@accuratetechnologies.com