

ATI Job Profile

Sales Account Manager – New Business Development

Location: Novi, MI USA

Based in Novi, Michigan, the Sales Account Manager is responsible for developing new accounts within an established geographic territory, and/or product line. This is a mid-level sales position that requires a thorough understanding of the electronic control system development process to fully understand our clients' needs and projects.

This professional will call on new prospective customers; provide technical and administrative product information and/or demonstrations; quote appropriate customer price; help remedy quality delivery and receivable problems; gather and analyze sales, customer, and market information for use by self and/or management. Must have 5+ years of successful sales experience where they met assigned sales goals and various report requirements.

Responsibilities

- Forging strategic relationships and developing sales volume with new accounts
- Process orders, manage account status, and resolve account/customer issues
- Participating in seminars & product trade shows
- Creating sales quotations and proposals
- Supporting customers with pre- and post-sales information and assistance
- Providing timely feedback to Engineering as input for new feature/product requirements
- Travel to customer locations with some international travel is to be expected.
- Gather and analyze customer, sales and market information and prepare sales plans.
- Become a part of the global team and contribute to our overall marketing strategy.
- Assist with general user support, present technical demonstrations, and deliver training.

Qualifications

The ideal candidate will have the following qualifications and skills:

Essential Skills/Experience

- Must have a thorough understanding of the automotive control system development process, including but not limited to control system design, function prototyping, testing and calibration.
- Excellent written, verbal, and interpersonal communication skills with the ability to establish strong customer relationships.
- Ability to work in a fast-paced team environment and to negotiate and communicate decisions.

- Self-starter with positive disposition to growth and change.

Education

B.S. in Engineering preferred. 4-year degree and strong motivation for sales required. Previous experience as a field application engineer a plus.

Candidates who meet the preceding qualifications should email their resume to hr_us@accuratetechnologies.com.