

Account Manager IA Northeast, U.S Territory

Please submit resume to hr.us.marlette@oetiker.com by September 20th, 2018.



YOUR RESPONSIBILITIES

- Contribute to market identification, and market share growth in the geographical area of responsibility
- Provide an effective interface between customers and our teams to provide customers with a peace of mind solution
- Identify, observe, and communicate customer trends and competitive activity which present market share opportunities
- Identify prospects and convert to customers in high potential industry segments, in applications that align with solution strategy
- Support individual and business cycle KPI setting, measurement, and review
- Support sales peers with global and regional customers outside of your defined sales segment, take on segment specific leadership roles where appropriate
- Always keep the customer at the core, and work towards zero defects in every aspect of the customer experience
- Operate with consistency to our values and company policy
- 40% travel requirement
- Manage a multi-state territory within the NE

Join us and get ahead.

A position with the Oetiker Group, Swiss family-owned company, offers exciting global challenges and a whole range of development opportunities. Our unique company culture is built on a strong sense of trust where employees are encouraged to contribute from Day 1. We embrace our diversity and enhance it by being open to new approaches. We seek colleagues who share our customer centric mindset in delivering quality in everything that we do.

Does this sound like you? We look forward to hearing from you soon.

YOUR PROFILE

- professional communication skills (written and verbal), comfortable presenting and demonstrating solutions to large groups
- Fluency in Spanish or other second language is a plus.
- Knowledge of health and safety regulations and environmental requirements.
- Applicant must live within defined geography and be within a reasonable driving distance to a major airport and major N-S, E-W expressways, or be willing to transfer to an area that meets these requirements.
- BA or BS in Business, Marketing or Engineering with relevant technical business experience is required, hands-on mechanical aptitude is a must
- Demonstrated leadership in cross-functional strategic sales, marketing, and innovation teams as well as industry trade associations
- Demonstrated track record in identifying new markets, qualifying prospects with a high sales conversion rate in a competitive environment.
- Value based sales approach

Oetiker provides customers with the peace of mind that their mission-critical components are reliably connected. We are a global leader in high-end connecting solutions for the vehicle industry and for high-value applications in industrial segments. Our expertise in high-quality clamps, rings, straps and quick-connectors ranges from powertrain and drivetrain applications to medical applications. With 1800+ employees in more than 25 countries and over 75 years of experience, we are the trusted, global, long-term partner for the world's leading OEMs.

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