

JOB TITLE: OEM Sales Manager – OEM Sales Team**SUMMARY OF FUNCTIONS:**

Leads sales and product management efforts to assigned Automotive Key Accounts, including new equipment, service, rebuilds, upgrades, retrofits and parts. Supports all SIC/BCN product lines by maintaining thorough product knowledge in order to support the sales process. Leads the selling process for all SIC/BCN products by evaluating all RFQ's for affiliate assignment; coordinating the automation integration; and assisting sales in technical presentations. Also has responsibility for service sales initiatives and results to the industry.

MAJOR DUTIES AND RESPONSIBILITIES:

1. Coordinates sales and market development activities with the Director of OEM Accounts and SIC/BCN team. Includes strategic and operational sales work.
2. Directly responsible for sales and business development of service packages, rebuilds, upgrades/retrofits and parts for all SIC/BCN products.
3. Acts as primary point of contact for assigned Key Accounts in the NAFTA Market. Leverages relationship between customer, market and Schuler Group. Analyzes feasibility of technical specs in RFQ's.
4. Responsible for market development, sales and operational sales work with assigned Key Accounts. Coordinates related activities with other OEM Sales Managers and with Director of OEM Accounts.
5. Maintains and develops business contacts and relationships, in support of all Schuler products. Maintains records and logs of activities as directed.
6. Using and updating the current software system regularly, including CRM & project tracking, completing quotation and contract review according to Company policy, and completing all customer satisfaction survey requirements.
7. Participate with the Director of OEM Accounts and Vice President of Sales & Marketing to prepare annual budget and forecasts. Provides quarterly updates.
8. Support, as necessary, customer service and project management functions.
9. Participates and/or leads technology and product presentations in cooperation with sales for customers. Attends trade shows and events. Works hand-in-hand with Marketing Group to develop customer and market specific workshops and specific training events.

10. Support product marketing efforts by identifying new company product line information. As necessary, assist marketing in updating product presentation media (i.e., PowerPoint presentations, domestic and global installations, technical papers, etc.).

QUALIFICATIONS

Bachelor's degree or equivalent and 3-5 years of related Sales and Product experience. Strong knowledge of the metal forming equipment market including companies, technologies, applications and capabilities. Knowledge of Schuler equipment is a definite plus. Strong communication, interpersonal, sales, presentation and negotiations skills.

ORGANIZATIONAL RELATIONSHIPS:

Directly accountable to the Director of OEM Accounts to perform all assigned responsibilities and duties. Ensures Key Account sales staff is supported when required in the quotation process and communicates regularly with their respective affiliate company(s). Provides reports or briefings on product sales activities as requested by the Director of OEM Accounts and Vice President of Sales & Marketing.

These descriptions as noted above cover the significant duties to be performed but do not exclude other occasional work assignments not mentioned; the inclusion of which would be in conformity with the general nature of this job.