

Sales Account Manager Responsibilities Include the Following:

- Commercial Lead for current production business - Account maintenance:
 - Build and maintain customer relationships
 - Document all transactions with purchasing
 - Complete formal RFQs as required
 - Maintain the Business Release System (BRS Visual Basic Database) on an ongoing basis
 - Insure purchase orders are received by required deadlines (Piece price and Tooling)
 - Resolve open commercial issues in a timely manner
 - Support customer cost reduction processes
 - Assist program manager with change control process
- Coordinate quote activity for new business opportunities, including:
 - Build customer relationships that trigger RFQ generation
 - BRS inputs, including end items, programs, part numbers, contact information, take rates, ship locations, launch and balance out dates, etc
 - Provide first line part feasibility review with customer. Involve manufacturing as required.
 - Pre-quote review meeting to establish quoting parameters
 - Strategic and market analysis including pricing recommendations
 - Final quote review and submission (quote letter, assumptions, breakdowns, etc)
 - Contract review
 - Lost Business Assessments
 - Lead all customer communication and negotiation including cost estimating reviews a
 - Commercial Job #1 reviews (sourcing kick-off meetings)

- General Product Line Support
 - Provide financial analysis/summaries for Product Line Manager as required
 - Support Business Planning/Budgeting activities
 - Foster good relationships/teamwork with other departments
 - Support Manufacturing when Customer intervention is required

JOB REQUIREMENTS

Preferred Candidate Qualifications

- Experience: Preferred
 - (3) years min experience as a Sales Account Manager
 - Experience with Injection Molded Interior Components/Assemblies
 - Familiarity with Chrysler processes
 - OEM direct sales experience
- Experience: Minimum
 - (5) years experience in Engineering/Technical area within Automotive Manufacturing
 - Interest in sales, business planning or product financials
 - College Degree in Engineering or Business
- Ideally candidate should have experience/knowledge of the following:
 - Injection molding process
 - Product assembly in production environment
 - Vehicle development cycle
 - Cost structures of manufactured products
 - Filling out cost breakdowns
 - Profit analysis
 - Change control process (Chrysler, Ford, GM)

- Negotiation skills
- Computer skills: Excel, Word, PowerPoint, Project
- Strong organizational skills

Exceptional communicator (verbal and written)

http://www.glassdoor.com/job-listing/easyApply_input.htm?jl=1118479162&paoIdKey=MTA=