

**Join our award-winning culture**  
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## Business Development Manager System Solutions

**BALLUFF**

**SUMMARY:** Our mission: by providing innovative solutions, Balluff improves the competitive position of our customers with speed and results. We work in the industrial manufacturing space providing automation solutions to improve overall equipment effectiveness and productivity. Our core values are what drives our business and guides our hiring process, and they are, sustainability, reliability, quality, agility, success, and progress. Balluff operates internationally and focuses on diversifying its business by developing System Solutions.

The Business Development Manager System Solutions is responsible for engaging and developing system solutions at manufacturers and machine builders by creating partnership level relationships, identifying customer objectives & initiatives, driving and advancing opportunities, and executing the global and country Business Development strategies. The successful candidate will be a true team player who has the ability to impact our business growth goals by identifying and providing system solutions to the assigned customers, create new customers, new opportunities and collaborate across the countries in the Americas and Globally by duplicating and sharing multi-national customer successes.

### PRIMARY RESPONSIBILITIES:

- Identify, engage, and develop new and existing target account locations, target account corporate structure, decision makers, initiatives, objectives, repeatable and scalable opportunities.
- Engage and develop assigned target accounts by creating and executing account plans aligned with the Business Development System and Solutions global management goals.
- Document (CRM system) and regularly review progress of target accounts strategies, projects, successes with Balluff counterparts.
- Identify new projects, lead, develop, advance, manage and close active projects in opportunity funnel.
- Drive and advance corporate engagement of target accounts by providing system solutions to customers initiatives and objectives.
- Develop and maintain partnership and value-based relationships within Target Accounts including specification development, preferred supplier status, pilot/proof of concept projects, new product developments as well as negotiating corporate level pricing.
- Develop an overall knowledge of target accounts, including an understanding of competitive products and technologies, competitor strengths and weaknesses, pricing trends, technological trends, corporate initiatives & objectives, identify business and productivity challenges of target customers, and existing & new applications.
- Identify possible new solution concepts and engage strategic innovation and/or product management team with customer.
- Lead and manage system solutions projects from identification of opportunity through implementation.

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**PRIMARY RESPONSIBILITIES: (cont.)**

- Generate interest, present, and demonstrate Balluff systems and solutions.
- Maintain internal support, communication, and coordination of target account development and projects.
- Work with Marketing on communication campaigns to reach customer targets through tradeshow and broad base contact via creating blogs, webinars, case studies, videos, social media, application sheets, special press release and articles.

**COMPETENCIES:**

- Knowledge of automation controls, industrial manufacturing process, lean manufacturing, Overall Equipment Effectiveness, digitalization, OT & IT technology, project management and how each apply to improving productivity.
- System, solution, application, and concept based selling approach.
- Must have exceptional written, oral, presentation, MS Office, MS Teams, experience utilizing CRM (SAP C4C).
- Self-motivated and personable, able to effectively communicate & present ideas, concepts and technical data to prospective customers and internal personnel.
- Ability to effectively perform and communicate in a global, cross functional organization, including between countries and local territory teams.
- Advanced English language skills.

**REQUIREMENTS/QUALIFICATIONS:**

**Education/Experience:**

- Bachelor's degree (Electrical, Mechanical, Industrial Engineering preferred) coupled with success selling at large multi-national customer.
- Minimum 3-5 years' experience in sales, key account management, business development or marketing of technical automation systems and solutions.

**PHYSICAL REQUIREMENTS:**

- 50% travel.
- Location: Remote Position

\* To apply, please send your resume and a cover letter to [careers@balluff.com](mailto:careers@balluff.com). Email attachments should be .docx or .pdf files with a combined size no bigger than 5 MB.

\* Qualified internal candidates should apply directly to HR.

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