

Join our award-winning culture
and become a part
of our success



Industry Account Manager

BALLUFF

Automotive - Structural Metals

SUMMARY: Drive sales, providing future growth and profitability by growing customers in our strategic markets.

KEY RESPONSIBILITIES:

- Achieve corporate sales objectives in the automotive structural metals market
 - Drive sales & future growth at assigned Key accounts
 - Set strategic and tactical objectives that align with the overall direction of the organization
 - Identify focus plants / integrators and setup specific development strategy for each location
 - Drive global business activities for assigned global accounts (i.e., Gold Sheets, playbook strategy, etc)
 - Document key account decision makers, key account decision drivers, and create/document opportunities
- Team with Sales in the development and maintenance of key relationships and strategy execution.
- Work effectively across matrix organization and virtual territorial team.
- Regularly review progress with strategies, projects, successes, and industry initiatives with Balluff counterparts.
- Develop, maintain, and close active capital projects in the opportunity funnel.
- Maintain value-based relationships within Key Accounts including specification development, shop trials, new product developments for targeted market as well as negotiated pricing at the Headquarter locations.
- Develop an overall knowledge of Key Accounts, including an understanding of competitive products and technologies, competitor strengths and weaknesses, pricing trends, technological trends and new applications.
- Maintain internal support, communication, and coordination of key account projects / developments
- Join relevant industry trade associations and take an active role in promoting Balluff and drive industry specifications to support the company's overall objectives.
- Work with Marketing on communication campaigns to reach the desired customer targets, i.e., initiate broad base customer contact with direct mailings of new product catalogs, application sheets or special press release and articles for the industry.
- Educate the appropriate Balluff, Inc. personnel about Industry behaviors, trends, and Balluff solutions.
- Assist other sales personnel in the accomplishment of their assigned responsibility in plant locations located throughout US to drive to strategic goals and project wins.

Balluff, Inc.
8125 Holton Drive, Florence, Kentucky 41042 USA
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balluff@balluff.com
www.balluff.com

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REQUIREMENTS/QUALIFICATIONS:

- Bachelor Degree with demonstrated success at vertical market in strategic account sales.
- Minimum 7-10 years' experience in sales or marketing of technical products and Key Account Management, preferably with automotive experience.
- Must have exceptional written, oral, presentation, and MS Office skills. Experience utilizing CRM and other opportunity management tools.
- Should be personable and able to effectively communicate & present ideas, concepts and technical data to prospective customers and internal personnel.
- Ability to effectively function and communicate in a global, team environment.
- Up to 50% travel
- MI preferred, but another remote location may be considered.

****Please send your resume and cover letter to careers@balluff.com**

****Qualified internal candidates should apply directly to HR.**

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