



TM GE Automation Systems LLC

Office: 1325 Electric Road, Suite 200, Roanoke, VA 24018 USA

Mailing Address: 2060 Cook Drive, Salem, VA 24153 USA

Job # ES1110

Job Title:

Technical Sales Manager

Location:

USA

Business Unit/Department:

North American Sales

Job Responsibilities:

Develop and implement account plans and strategies for current and potential OEM clients in key industry verticals (Mining, Utilities, Cement, Testing, Water and Rubber industries) on a rolling 18-month cycle. Achieving and surpassing orders budgets at these accounts and in these industries will be key measures of success in this position.

- Provide pre-sales technical assistance (review proposals, product and service presentations, etc.)
- Develop relationships with a network of purchase influencers within current and potential OEM clients
- Create and manage the tactical plan for pursuing projects at your assigned accounts
- Identify and establish relationships with purchase influencers in client organizations
- Identify and solicit leads and referrals to maintain an active opportunity pipeline
- Build industry and client awareness of TMEIC GE products and services
- Travel to customer locations, both locally and regionally, in support of sales opportunities
- Be the primary liaison and support resource to our sales and service partners and proactively communicate and cooperate on sales activities
- Monitor client satisfaction with sold projects and ensure client issues are resolved
- Provide regular and detailed feedback for continuous improvement
- Maintain accurate records of proposals, contracts and business activities per corporate guidelines
- Provide timely updates on sales activity, performance, integration of corporate business project processes, market trends and customer relationship issues
- Ensure the utilization of business processes: CRM, ORACLE, OSM and QMI reviews

Minimum Requirements:

- Minimum formal education required is a BS degree
- Minimum of 5 years experience in an outside sales position
- Sales or engineering background with large industrial drives and motors or their driven equipment
- Experience selling multi-million dollar projects or systems
- Demonstrated success in achieving annual orders budget
- Demonstrated organizational skills, including time management, good file and record organization and report writing
- Computer skills and ability to work with business programs
- Frequent travel required (up to 80%)

Preferred Qualifications:

- BS degree in an engineering discipline, typically electrical or mechanical
- Existing relationships with purchase influencers at TMEIC GE client and potential client organizations
- Experience with industry procurement processes

Direct Link to online application: <http://www.tmge.com/hr/app.php>

In order to be considered for a job opening, all applicants must complete an on-line job application, in full, for each job opening. A resume can be attached to the on-line application, but is **NOT** considered a substitute for the information in the application. Applications are not accepted for positions not posted. Current Job Listings, along with our application, can be found on our website at www.tmge.com - click on Career Opportunities. Please, no telephone calls.

We are an Equal Employment Opportunity Employer & Affirmative Action Employer