

In Auburn Hills, Michigan site we're hiring:

KEY ACCOUNT MANAGER

Success requires people with ideas. People who create connections for real exchange.

As one of the world's leading specialists for transmitting and receiving systems in mobile communication, we develop, manufacture and sell antennas, tuners and infotainment systems for vehicles as well as customer-specific solutions for the M2M and telematics market. Internationally successful and connected to our German roots, we are constantly bringing groundbreaking developments to the streets and are thus continuing to expand our pioneering role in the future.

Duties and Responsibilities

- Determine new and expand existing OEM automotive customer contacts through regular customer visits, may include truck customers
- Map out wireless opportunities per vehicle and/or regional/global platforms
- Manage customers' organizations (engineering, purchasing, marketing, legal, etc.) and coordinate feedback within the team to align product roadmap and engineering activities
- Determine quotation opportunities and obtain RFQs, then driving the RFQs internally to quote
- Manage the project team in the business pursuit phase according to the pre-determined project goals
- Lead and stand accountable for the regular sales operations, including revenue generation, revenue monitoring and forecasting, new business development
- Active engagement with customers, including activities such as commercial transactions, project identification and management, contract negotiation, issue resolution, and long-term technical partnerships
- Travel to customers as necessary

Required Knowledge, Skills, and Abilities:

- BS in Engineering or alternatively in marketing or business administration is required, MBA preferred
- Must have 5-7 years or more experience with OEM automotive customers
- At least 5-7 years or more in technical field sales or marketing
- Experience in complex electronics environment; RF and antenna background is a plus
- Clear, strategic thinker with the ability to execute on priorities
- An effective communicator. Well-presented and business-like hands-on person. Strong interpersonal communications skills, and ability to work cross-functionally in order to manage customer requirements effectively and drive a project internally to completion.
- Good understanding of automotive manufacturing business flow
- Proven intercultural abilities and excellent English communication skills, German is a plus
- Willingness to travel

Are you ready to be part of a highly motivated team and expand our leadership position in the industry together? Then we look forward to **receiving your application documents by email!**

CONTACT US!



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