



D & V Electronics Ltd. is a Manufacturer and Supplier of State-of-the-Art Electric Motor and Drive Test Systems to the OEM and Tier One manufacturers of Hybrid/Electric automobile vehicles worldwide. Due to an increase in sales growth D&V is looking for a qualified Sales Manager, who is a highly competent and self-motivated individual who will plan, execute and close sales of D&V products to current and new clients/customers. We offer a comprehensive benefit package, including an incentive bonus. If your qualifications and experience meet our needs, we invite you to apply for the following position and grow with us.

Sales Manager

Purpose:

- To plan, execute and close sales of D&V product line; to current and new clients/customers
- To be the key point of contact for clients, answering sales and negotiation inquiries; providing technical solutions to meet customer requirements.

Responsibilities:

- Developing new clients and new opportunities worldwide
- Travel to visit potential clients.
- Establishing new, and maintaining existing, relationships with customers
- Managing and understanding customer requirements
- Follow-up on leads acquired through direct and / or indirect sales inquiries.
- Calculating client quotations
- Negotiating contract terms
- Negotiating and closing win-win sales
- Identify, assess, and coordinate follow-up of customer inquiries.
- Provide solutions for both current and new customers, on application and technical concerns; both pre and post sales; to include customer satisfaction feedback on the product.
- Advise the Engineering Department on design specifications; recommend product improvement and / or modification(s); as per customer specifications.
- Assist Engineering, Manufacturing and Quality departments with customer testing; to ensure the product(s) meets the customer expectations.
- Liaise with other members of the sales team and other technical experts, as required.
- Promote D&V products, by attending trade shows, conferences, and other events.
- Create technical presentations and demonstrations on how a product will meet client needs

Education:

- Bachelor's degree in engineering
- Proven 5+ years Sales Experience in the automotive industry
- Knowledge of EV testing and potential EV customers is required.
- Knowledge of automotive testing technology is beneficial.
- Knowledge of rotating electric components (starters, alternators) is beneficial.
- The ability to build relationships with clients/ customers quickly.
- Must always maintain professionalism.
- Excellent customer service skills required.
- CRM experience
- Resilience and tenacity required.
- Problem solving and analytical reasoning skills required.
- Good interpersonal and communication skills required.
- Excellent negotiation skills required.
- Must be able to travel throughout Americas, with no restrictions.
- Live and work in the USA, Detroit Area is preferred



TESTING THE FUTURE®

D & V Electronics Ltd. values their employees. We encourage life-long learning and foster employee personal growth. If you're someone who enjoys working in a creative and innovative work environment, and would like to join our team, please submit your resume and covering letter to: careers@dvelectronics.com or fax us at (905) 264 0502.

We thank all applicants for their interest in our organization, however; only those selected for an interview will be contacted.