

## Account Manager/New Business Development

**Location:** Troy, MI

**Company Summary:** Soundwich is a leading provider of acoustical/thermal and air-flow management products for the transportation, consumer, industrial and heavy equipment industries. The company is a full-service supplier that works in close collaboration with its customers to develop solutions that are both cost and mass efficient.

**Objective:** The Account Manager/NBD Rep is responsible for achieving the business plan and budget for the Sales function. This responsibility includes maintaining relationships with existing and target customers, prospecting for assigned territory and new customers based on established sales strategies and focusing all activities to ensure budget/AOP is achieved.

### **Requirements:**

- Bachelor's Degree in Engineering or Technical Degree
- 5+ years background in selling within automotive industry
- Experience with NVH (noise, vibration, harshness)
- Strong mechanical aptitude
- Competitive spirit
- Enjoy working in a team environment
- Must enjoy meeting new people and be a conversation starter
- Must be a positive motivator with leadership skills
- Excellent verbal and written communication skills.
- Be willing to travel 50%

### **Responsibilities:**

- Identify markets and product opportunities for Soundwich products and services.
- Focus efforts to meet the monthly sales plan.
- Communicate effectively and efficiently with our internal product team.
- Expand customer base and increase business at target industries and accounts for all products.
- Obtain customer and consumer competitive information to inform corporate management and board of directors.
- Maintain and improve customer relations.
- Maintain accurate reports and records as well as review order status and customer sales activity of the region.
- Promote and sell products through seminars/trade shows and direct customer contact.
- Respond to customer inquiries and orders in a timely and professional manner.

- Obtain data on new/existing applications where application engineering is required.
- Become technically proficient in acoustical/thermal applications.
- Use a sales approach to sell engineered solutions to customers within the automotive industry as well as non-automotive customers

\*\*\*Offers of employment will be contingent upon a drug screen and background check