



Samlex America, Inc was incorporated in 1991. Built on a foundation of respect, customer service and quality products, we now serve over 90 countries worldwide. While responding to the market's next generation power conversion needs, we stay true to our roots by maintaining our commitment to relationships with customers and colleagues. As a manufacturer of quality power conversion products, we provide the versatility to convert the available power to the power that is needed for industries such as Communications, Alternative Energy, Electronics, Fleet, Marine and RV.

As a Business Development Manager you live to find and build business. Your outgoing nature makes you a natural networker and door buster. If one door closes you open three more. Your genuine interest in your customer's success creates long term trusting relationships. With dynamic presentation skills you grab the attention of your audience. Your communication style is respectful and paves the way for you to work well with all departments and colleagues. Your conceptual ability allows you to comprehend all levels of inquiries and solve the problem with the help of Engineering, Logistics and Administration. You always look for new ways to gain business. Although you are independent you enjoy working within a team environment working towards a common goal.

#### **Areas of Responsibility:**

- Find and build business with Channel Partners and OEMs
- Provide leads to Channel Partners
- Manage customer relationships and expectations
- Maintain sales CRM activities
- Create, implement and account for your annual sales plan
- Represent the company, manage, attend and ensure success of Trade shows
- Present and Train on the company, products, applications and solutions
- Manage customer inventory needs by forecasting and cross selling
- Be the expert in your market or territory
- Provide market feedback, input and other relevant information
- Hit or exceed set targets
- Strong understanding of products feature, benefits and applications
- Follow the process for custom product inquiries
- Maintains a program of self-improvement within the context of the role by reviewing product publications, attending product training seminars and educational workshops

#### **Requirements:**

- Minimum 3 years of Sales Experience
- Ability to utilize probing questioning and in the moment listening skills
- Understand the company's value proposition
- Strong customer service orientation combined with the ability to form long-term business relationships
- Exceptional communications skills and ability to formulate insights, opinions and solutions
- Technical aptitude



- Excellent interpersonal skills and the ability to maintain a high standard of professionalism at all times
- Can easily adapt to changing working environments and priorities, ability to multi-task
- Willingness to work a flexible schedule with intermittent travel
- Able to work independently and take initiative while at the same time being an effective team player within a cross-functional organization
- Advanced skills in Microsoft Office and Google tools

**To Apply:** Interested applicants please send a cover letter and resume to [careers@samlexamerica.com](mailto:careers@samlexamerica.com) please use Subject Line: Samlex Business Development Manager.