



Sales Account Manager

Workplace: 48075, Southfield

Apply online!

What to expect:

The Sales Account & Business Unit Manager will drive sales and spearhead business expansion within the automotive industry. The ideal candidate possesses an in-depth understanding of the automotive market, with a focus on OEMs and automotive-adjacent customers. This position demands a proactive, strategic thinker with a proven track record in sales and business development activities.

- Develop and execute strategic sales plans to achieve company targets and expand market presence.
- Identify and cultivate new business opportunities with OEMs and other automotive-related customers.
- Build and maintain strong, long-lasting customer relationships to ensure high levels of customer satisfaction and loyalty.
- Present, promote, and sell services to existing and prospective customers.
- Conduct market research to understand industry trends, customer needs, and competitive landscape.

What you bring along:

- Bachelor's degree in Business, Marketing, or any technical field.
- Minimum of 5 years experience; 3 - 5 years of sales experience, preferably within the automotive industry.
- Proven track record of meeting or exceeding sales targets and growing market share.
- Strong understanding of the automotive market and industry dynamics.

Preferred Qualifications:

- Working experience with Service providers (ideally engineering service companies) on the Sales side or on the technical side.
- Great amount of exposure with team management (selection, assessment and monitoring).

Critical Competencies:

- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain professional

- Collaborate with the marketing and product development teams to ensure alignment of sales strategies with company goals.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Negotiate and close deals, ensuring profitable growth for the company.
- Monitor and report on sales performance metrics, adjusting strategies as necessary to achieve targets.
- Attend industry events, conferences, and trade shows to network and promote the company's offerings.

relationships with customers and stakeholders.

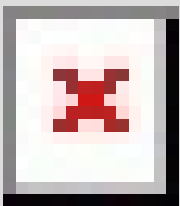
- Strong analytical and problem-solving abilities.
- Self-motivated, goal-oriented, and able to work independently as well as part of a team.
- Willingness to travel as needed to meet with clients and attend industry events. Travel estimated at 25% (local and US only).

EEO Statement:

Bertrandt US is committed to fostering an inclusive and diverse workplace. We provide equal employment opportunities to all employees and applicants and strictly prohibit discrimination or harassment of any kind. We consider all qualified candidates without regard to race, color, religion, age, sex, national origin, disability, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by applicable federal, state, or local laws.

What we offer:

- **General Benefits:**
- **Complete and comprehensive benefits package including Med/Dent/Vision**
- **Employer paid STD/LTD/Life**
- **401k Retirement program**
- **Generous paid vacation/sick/holidays**
- **Creativity encouraged in a fun, friendly work environment**



Contact:

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