



HEXAGON

JOB POSTING

Job Title: Sales Manager / Key Accounts	Job Level: IC4 Status: Salary - Exempt
Reports To: Vice President / Mobile Pipeline	Department: Mobile Pipeline
Location: Lincoln / Remote	Post Date: June 2019

Job Summary:

Responsible for account management of key customers within the North American business development group for new and existing customers by performing sales and marketing tasks while establishing and managing customer relationships and improving customer satisfaction.

Duties and Responsibilities:

- Perform sales and marketing efforts through face-to-face visits, phone, and written communications.
- Generate new leads within existing accounts and cold call on new customers to build sales and strong relationships through customer satisfaction.
- Support and attend trade show activities and industry meetings.
- Seek out and target key customers and new sales opportunities, initiate action plans to approach and secure new business.
- Generate written reports on customer calls/visits, and communicate customer requirements to management, engineering and operations departments.
- Generate and manage bids and proposals; follow-up accordingly.
- Negotiate contracts, purchase orders, terms and conditions.
- Develop, maintain, and improve customer relationships and customer satisfaction; support on-time delivery of product.
- Support contract/program issues related to product development and delivery.
- Assist in the formulation of sales forecasting, budgeting, costing activities, and various other reports.
- Other duties as assigned

Supervisor Responsibilities:

The job has no supervisory responsibilities

Education, Certifications & Qualifications:

- Bachelor's Degree in business-related field, required; Master's Degree, preferred
- Minimum of 5 years of business development/sales experience, required
- Experience working in a manufacturing environment with ISO 9000 certification (or similar) preferred
- Minimum of 5 years of project management experience, preferred
- Experience with export compliance and international shipping preferred
- Experience working in an industry related to or having strong ties to the automotive sector, energy and/or alternative fuels industry strongly preferred
- Must have a valid driver's license with a good driving record required.

Knowledge, Skills and Abilities:

- Ability to understand highly technical products and the related sales and marketing strategies of such products.
- A general knowledge of composite products, processes, and materials.
- Advanced level sales skills, including the ability to give technical presentations to varied audiences at various levels of an organization.
- Ability to develop, implement, monitor, control, and manage projects.

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- Ability to communicate and coordinate projects with external and internal customers, key departments and suppliers in an advanced capacity using the English Language.
- Ability to understand government contracts, standards, and systems and work through related compliance barriers to obtain marketing and sales solutions.
- Ability to write correspondence that conforms to prescribed style and format.
- Ability to establish and maintain rapport and effective communication with diverse levels within the company and external customer organizations.
- Prior experience working under tight deadlines with shifting priorities.
- Must have the ability to work in sensitive and confidential situations.
- Ability to define problems, collect data, establish facts, and draw valid conclusions with ability to deal with abstract and concrete variables.
- Demonstrated understanding of basic math principles and procedures, ability to work with mathematical concepts such as probability and statistical inference.
- Must have above average MS Office skills.
- Knowledge of CRM systems and other sales forecasting tools in order to produce necessary reports and analyze data.

Physical Demand & Work Environment:

- The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- While performing the duties of this job, the employee is frequently required to sit for long periods of time at a computer and use hands to finger, handle, or feel. The employee is moderately required to stand, walk, reach with hands and arms; stoop, kneel or crouch; talk and hear while using a telephone. The employee may occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, and ability to adjust focus.
- Travel up to 50% of the time both Domestically and Internationally, at times on short notice. This position may work in the plant and outdoors in the field, therefore subject to all weather conditions sometimes to include extreme cold and heat. The work described while working in the plant or field will require wearing all PPE depending on circumstance which may include; safety glasses, hard hat, ear protection, leather gloves, safety vest and steel toed boots.

Apply

Internal Applicants:

Complete an internal application and submit it to Human Resources

External Applicants:

Email your resume to: applymp@hexagonlincoln.com OR mail your resume to:

Hexagon USA Holdings, LLC

Attn: Manager, Talent Acquisition

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