

## JOB POSTING - Area Sales Manager, Northeast Ohio

**SUMMARY:** Balluff has an open position for an Area Sales Manager in northeast OH to continue to drive existing sales growth. The Area Sales Manager, through both direct account development and channel management, will be responsible for growing business in their territory with a focus on: automotive - including tier 1, assembly automation, medical, semi-con and food & beverage markets.

### KEY RESPONSIBILITIES:

- Develop and maintain value-based relationships across the customer's organization to include operations, engineering, sales, marketing, estimating and executive management
- Gather and assimilate knowledge of the customer's business, competitors and internal processes
- Utilize strong sales processes including account planning, sales strategy development and execution to generate/develop strong consistent growth from assigned account list
- Focus on Balluff's high-tech product offering and solve sensor applications where necessary
- Develop and maintain value-based relationships across Balluff's global organization to include business development, operations, engineering, sales, marketing, and executive management to aid in global coordination of projects
- Leverage the strengths of the appropriate fulfillment channel to maximize value and minimize cost
- Generate cost-saving ideas and document their impact on the customer's business objectives
- Effectively present the total cost of ownership for Balluff's integrated architecture
- Maintain knowledge of Balluff's competitors' strengths and weaknesses to include both product and channel
- Fully comply with Balluff's expectations for the use of all internal business systems (SAP, Business Warehouse (BW), Customer Relationship Management (CRM), etc.)

### KEY REQUIREMENTS/QUALIFICATIONS:

- Four year degree with 4 - 6 years of industrial automation sales experience and solid, local market knowledge; Hunter/Qualifier sales profile
- Proven track record of successful, complex, high-level negotiations
- Familiarity with all levels and functions of current and future plant-floor automation architectures
- Solid proficiency with MS Office and Excellent written, verbal and presentation skills (to include both large and small groups)
- Must be able to effectively function in a team environment. Overnight travel is required.
- Candidate will ideally reside in the Cleveland - Pittsburgh area.