



Key Account Manager

DeltaTech Controls is a leading global supplier of advanced operator controls and integrated systems for the off-road vehicle, motorcycle and medical equipment markets. We are a dynamic and growing company that partners with the industry's leading OEM's to provide differentiating next generation controls.

Our products help to simplify operation, increase reliability, and improve productivity in a broad range of applications. Core products include vehicle electronic control systems, electronic joysticks, multi-function grips, and electronic displays. We have an exciting opportunity for an outgoing, self-motivated individual to join our Americas Sales Team in the role of **Key Account Manager**.

The **Key Account Manager's** role is to develop long term, strategic relationships with assigned accounts to achieve significant sales and profit growth to meet or exceed sales goals.

Key responsibilities will include;

- Lead the development and assume full responsibility for the deployment of the multi generation product plan and sales strategy for assigned Key Accounts.
- Leads teams to achieve superior supplier performance ratings as part of customer intimacy model execution at assigned Key Accounts.
- Actively manage sales funnel to achieve new program wins to drive future sales growth.
- Provide support to strategic account team members and customer for highly complex applications.
- Develop multi generation product plans with the customer to differentiate their machines in the market using our product and technology leadership.
- Provide technical and commercial customer support for existing programs.
- Taking a lead role in working with product development groups, and developing VOC feedback for new technology and product development needs.
- Manage price in concert with cost in order to achieve key account cost reduction goals and company margin goals.
- Act as primary contact for customer for new product development projects and continuing product improvement initiatives.
- Communicate information, as needed, to team members and management to ensure success.

Qualified candidates will possess;

Education and Experience

- A four (4) year technical degree, BS in Mechanical or Electrical Engineering is preferred.
- A minimum of five (5) years of technical product sales experience; minimum (3) years OEM sales experience.

Knowledge

- In-depth knowledge of electromechanical technologies and custom product applications.

- Thorough understanding, or working knowledge, of product development process.
- Ability to perform complex work requiring a high degree of original thinking and independent judgment.
- Excellent oral and written communication and presentation skills.

Skills and characteristics

- Detail oriented, with effective meeting facilitation skills and the ability to work in a fast paced, dynamic environment.
- A demonstrated ability to develop and maintain positive working relationships with external and internal customers and suppliers.
- Results orientated, as demonstrated through strong sales performance based on clear business growth and development in various market settings and business cycles.
- Customer focus, shown through the development and maintenance of trustworthy and lasting customer relationships with a clear focus on sales and service delivery and exceeding customer expectations while ensuring profitable business and a perspective for future customer needs.
- The ideal candidate will be a high-energetic individual with a true passion for the sales and customer support functions, as well as a strong drive to engage and motivate team members and business partners.
- Good negotiation skills are essential as well as the ability to communicate with enthusiasm and confidence to others.
- Successful candidates will be achievers with a heightened sense of urgency to get things done.
- Must be able to travel as needed.

Qualified candidates may submit their resume with salary requirements to;

DeltaTech Controls
Attn: Human Resources
5288 Valley Industrial Blvd. S.
Shakopee MN 55379
Fax: 952-233-9755
Email: resume.submissions@deltatechcontrols.com
www.deltatechcontrols.com