

Truck OEM Sales Manager

Department: Sales Department

FLSA Status: Salaried plus commission

Grade/Level:

Job Status: Full Time

Reports To: Company President

Amount of Travel Required: Extensive in North America-
50%- 60%

Work Schedule:

Positions Supervised:

None

POSITION SUMMARY

The position is responsible for maintaining and growing our market share with the major truck manufacturers in North America for both the production and aftermarket sides of the business. The products involved include truck suspensions used for lift axles and drive axles. The duties include frequent travel to interface with purchasing, engineering, marketing, and production personnel for the purpose of expanding our business.

ESSENTIAL FUNCTIONS

- Business calls on all levels of our customer base concerning production and aftermarket business.
- Responsible for establishing and implementing pricing for the different channels of distribution.
- Maintain updated pricing database for main customers.
- Resolve customer issues.
- Roll out new product marketing.
- Develop plans for growing market share.
- Work with our sales force to co-ordinate activities to serve the OEM marketplace.
- Conduct training sessions and presentations for customers ...groups of 10 to 40 people.
- Attend numerous industry related functions such as national, international, and regional trade show events and customer specific events. Many of these events involve weekend travel.
- Liaison between different departments and customers

POSITION QUALIFICATIONS

Competency Statement(s)

- Accountability - Ability to accept responsibility and account for his/her actions.
- Analytical Skills - Ability to use thinking and reasoning to solve a problem.
- Communication, Oral – Strong ability to communicate effectively with others.
- Communication, Written – Strong ability to communicate in writing clearly and concisely.
- Detail Oriented - Ability to pay attention to the minute details of a project or task.
- Energetic - Ability to work at a sustained pace and produce quality work.
- Goal Oriented - Ability to focus on a goal and obtain a pre-determined result.

- Interpersonal - Ability to get along well with a variety of personalities and individuals.
- Team Builder - Ability to convince a group of people to work toward a goal.
- Time Management - Ability to utilize the available time to organize and complete work within given deadlines.
- Working Under Pressure - Ability to complete assigned tasks under stressful situations.

Requirements

Must have or be able to secure a valid passport.

Education

Bachelors degree preferred

Experience

Ten years of sales or marketing experience in the heavy duty truck industry preferred. Proven experience interfacing with Original Equipment Manufacturers of North America.

SKILLS & ABILITIES

Computer Skills

- Intermediate level in Excel, Word, and Power Point.

Prepared by: _____ Date: _____

Approval Signature: _____ Date: _____

Approval: _____

Approval: _____

The company has reviewed this job description to ensure that essential functions and basic duties have been included. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills and abilities. Additional functions and requirements may be assigned by supervisors as deemed appropriate.