



The Commercial Vehicle Group (CVGI) is a global leader in commercial vehicle system solutions for the heavy-duty truck, construction, agricultural, industrial, marine, and specialty industries. We take pride in building products the same way that we've built our company – with commitment, strength and focused direction.

We're successful because we are committed to continuous improvement. We aren't afraid to take chances with modern processes that may improve the tried and true. We are immersed in technology in every market we serve. We're growing, penetrating emerging markets, and constantly in pursuit of innovation that will improve, shape, and define the future of the global commercial vehicle industry.

We are currently seeking an experienced **Business Development Manager** at our Dalton, Georgia facility.

In this role, the incumbent will:

- Develop prospect list and acquire new strategic customers.
- Execute CVG business strategy and provides input to budget and forecasts.
- Research market trends and perform competitive analysis.
- Research prospective accounts in targeted markets, identifies the W's.
- Identification of alternate markets (diversification of customer base).
- Initial engagement with target customer through product launch.
- Participate in all aspects of the sales process, while calling upon other company resources to assist in solution development, proposal delivery, and implementation, as needed or as directed by management.
- Manage new customers' implementation by guiding company resources and by managing customers' expectations and satisfaction through the implementation process.
- Ensure a seamless transition of customer responsibility to the Account Manager following a successful implementation.
- Assist other sales and services resources when called upon by management.
- Ability to travel up to 40% annually.
- On-site presence when not traveling.

Requirements:

- Bachelor's degree in Business, or related field.
- 6+ years of outside sales experience in a B2B sales environment. Experience in Industrial Finishing and/or Injection Molding desirable, but not required.
- Prior track record of achievement in a Business Development position.
- Fluent with MS Office 2013 including advanced Excel.

Overview:

The Business Development Manager (BDM) is primarily responsible for identifying, targeting and securing new business opportunities for CVG's Dalton, GA facility. These services include Painting, Hydro Graphics, Silk Screen Printing, Pad Printing, and other plastic decorating techniques. The BDM may also have a secondary focus on penetrating certain target customers and end markets with substantial growth opportunity, as assigned by management. In addition, the candidate may assist with on-line marketing and the development of a retail sales



program. The ideal candidate has experience researching market trends, identifying new markets and/or prospective accounts, networking, navigating complex customer organizations and generating viable leads.

Sponsorship is not available for this position at this time.

Our eligible associates enjoy competitive wages and benefit package including comprehensive medical, dental, vision, 401(k) plan, company paid life insurance, paid holiday and vacation time off.

Resumes may be submitted as directed below. Include the job title in all submissions.

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Commercial Vehicle Group, Inc. is an equal opportunity employer and makes employment decisions without regard to race, gender, disability or protected veteran status.