



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 a **Business Development Manager** at our Monona, Iowa or alternate remote location in the Midwest.

The Business Development Manager (BDM) researches the market, identifies prospects and sells CVG's wire harness product and service offering. The BDM may have a secondary focus on penetrating certain assigned customers and end markets with substantial growth opportunity, as assigned by management. Reporting to the Director of Sales, the BDM closes and implements complex, high value growth opportunities within the NA commercial vehicle space. The BDM's most important means of interacting with customers and prospects is through face-to-face meetings. The BDM is responsible for achieving assigned sales and profit goals.

**In this role, the incumbent will:**

- Develop prospect list and acquire new customers.
- Execute CVG business strategy and provide input to budget and forecasts.
- Research market trends and perform competitive analysis.
- Research prospective accounts in targeted markets, identify the W's.
- Identify of alternate markets (diversification of customer base).
- Responsible for initial engagement with target customer through product launch.
- Lead 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.
- Participate in special projects and additional duties as assigned.

**Requirements:**

- Bachelor's Degree and 6+ years B2B experience preferably in commercial vehicle markets. Combination of education and/or experience will be considered.
- Prior track record of achievement in a Business Development position.
- Must have working knowledge of Microsoft Office including advanced Excel.
- Able to read blueprints; present numerical data effectively and accurately.
- Candidate must have strong problem-solving skills and able to think both analytically and creatively.
- Able to effectively communicate (written and verbal formats) across multiple levels of the facility.



- Must have high level organizational skills and attention to detail; able to take direction and complete tasks in a timely manner.
- Ability to travel frequently.

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.

**Email:**

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**Fax:**

Attn: Jenna Commisa  
614-289-0377

**Mail:**

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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.