



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 **Sales Manager** to be located either at our Michigan City, Indiana facility, or a remote location in the Chicago area.

In this role, the incumbent will:

- Own specified customer accounts as identified for the region/manufacturing location.
- Single point of contact with customer purchasing organization and support contact with customer engineering team.
- Prepare all quotations in response to new business inquiries and RFQ's; research customer needs and provide new business proposals in support of customer-specified requests.
- Respond to prospective customers, engineers and end users regarding quotes, orders, program launches, design, and any other inquiries; provide appropriate and timely follow-up, troubleshooting and problem-resolution.
- Identify, qualify, and generate new business opportunities from new/existing customers in support of sales goals; provide initial lead follow-up.
- Establish, organize and maintain effective working relationships with Manufacturing, Sales, and Engineering teams to effectively incorporate customers' needs and requirements
- Maintain all aspects of the customer account including but not limited to new business opportunities that support strategic direction, cost tracking of new and existing quotes for production parts, commercial issues, price files, and quote generations/submission.
- Prepare weekly reports to supervisor on new business opportunities, competitor information, customer programs, and market knowledge.
- Maintain technical knowledge and understanding of the Company's products and services.
- APQP documentation and tracking. Part of team to manage customer timelines and open issues for engineering changes and product launches.
- Participate on teams and complete additional activities as assigned.

Requirements:

- BA/BS in Business, Engineering or related field and 3+years successful experience in sales and/or account management; combination of education/experience considered.
- Experience preferred in wiper systems; Truck, Bus, CON/AG, Recreational, or Turf markets.
- Highly driven, self-directed, responsible, detail-oriented professional with excellent interpersonal, organizational, multi-tasking, project management and excellent follow-through skills.
- Strong computer skills, including CRM experience, working knowledge of MS Office including advanced Excel.
- Excellent customer service acumen with a positive approach and demeanor as well as strong initiative, negotiation, problem-solving and closing skills.



- Must be a quick learner with technical acumen. Ability to readily absorb and understand technical product knowledge and apply that knowledge when engaging in discussions with customers and with others internally and externally.
- Effective time management; ability to prioritize work load and manage multiples tasks; adapts to change, and consistently meets deadlines.
- Excellent written, verbal, and interpersonal communication skills including the ability to effectively communicate with colleagues and suppliers.
- Team player able to work well on a team and take direction, as well as an individual contributor able to work autonomously in a fast pace environment.
- Able to travel to domestically up to 25% annually. (Travel requirements may increase if the role is located remotely.)

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.