



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 Account Manager** to be located in the Illinois or Iowa area. Other remote locations will be considered.

In this role, the incumbent will:

- Have key account responsibility for CATERPILLAR and their Tier n suppliers.
The role will include (but is not limited to) managing existing business, developing new growth opportunities, negotiating price adjustments, and establishing strategic account plans. Specific duties include:
 - Build and maintain strong customer relationships by proactively engaging with key customer contacts. Face to face visits, regular phone/telecon contact and customer portal usage is required.
 - Work closely with and guide Customer Service, Operations, Quoting resources, and Application Engineering to meet customer expectations and ensure customer satisfaction.
 - Develop Account Management plans to enable strategic growth in focus areas.
 - Submit weekly activity reports detailing new business opportunities, customer programs, competitive information, market trends and drivers.
 - Maintain Win-Loss-Pending (WLP) database.
 - Maintain technical knowledge and understanding of the Company's products and services.
 - Lead and work closely with management and legal on the execution of NDA's and negotiation of supply agreements.
 - Support the consistent implementation of company policies and initiatives.
 - Complete additional tasks and participate on special teams as assigned.

Requirements:

- Bachelor's degree in Engineering or Business with 3+ years of experience in a B2B sales environment.
- Selling skills to OEM's and/or major accounts.
- Commercial Vehicle Industry experience; prior experience with CATERPILLAR preferred.
- Strong planning, organizational, motivational, analytical skills.
- Fluent with MS Office including advanced Excel skills. CRM experience a plus.
- Team player able to work on a team and take direction, as well as an individual contributor able to work autonomously in a fast pace environment.
- Excellent written, verbal, and interpersonal communication skills and the ability to effectively communicate with colleagues and suppliers.
- This position requires travel; up to 30% annually. (Additional travel commensurate with an alternate location may be required; up to 50% annually.)

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:

Jenna.Commisa@cvgrp.com

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.