



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** at our Michigan City, Indiana Facility.

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

- Owner of specified customer accounts as identified for the region/manufacturing location.
- Single point of contact with customer purchasing organization. Also 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 and existing customers in support of sales goals.
- Utilize Salesforce CRM software to track leads, opportunities, accounts, contacts, tasks, and more as required. Update Salesforce daily.
- 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.
- Coordinate with finance to prepare monthly sales forecasts for all customer accounts
- Maintain technical knowledge and understanding of the Company's products and services.
- Other duties as assigned to support business needs.
- APQP documentation and tracking. Part of team to manage customer timelines and open issues for engineering changes and product launches.
- This position requires approximately 40-50% domestic travel, with possible international visits as required



**Requirements:**

- 5+ years successful experience in sales and/or account management
- Commercial sales experience, preferably in wiper systems or other commercial vehicle components
- 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 good working knowledge of MS Office
- Strong customer service acumen with positive approach and demeanor, good initiative, negotiation, problem-solving and closing skills
- Strong communications skills with ability to communicate clearly and effectively via telephone, email and other correspondence
- Must be a quick learner with some 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
- Ability to work well in a fast-paced, small team environment with all levels of management and staff
- Work in a fast paced environment and ability to multi-task to meet internal and external customer demands
- Experience with aftermarket products, distribution channels, and e-commerce is a plus
- Salesforce experience is a plus

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.