



Commercial Vehicle Group, Inc. (CVGI) is a diversified industrial company that provides seating systems, electro-mechanical assemblies, wire harnesses, plastic parts, engineered structures, panel assemblies, and warehouse automation subsystems for many markets including ecommerce, e-tailing, trucking, last-mile delivery, electric vehicles, military equipment, warehouse equipment, buses, construction equipment, agricultural vehicles, specialty transportation vehicles, mining, industrial equipment and off-road recreational markets.

We are currently seeking a **Sales Engineer** at our Michigan City, Indiana facility.

In this role, the incumbent will:

- Research the market re: prospects, customers, partners & competitors; incorporate in a formal marketing plan.
- Develop marketing strategies and messages that will resonate with customers to gain market share; create & implement social media strategy.
- Analyze competitive products; maintain market research on customers, end markets and the competition.
- Work cross functionally to keep the business apprised of competitive analysis and opportunities about our customers' needs and procurement processes and timelines.
- Create industry-leading content that will engage, educate and inform customers; distribute via trade media, digital/social marketing channels and sales presentations.
- Deliver marketing materials and campaigns on time and within agreed budgets.
- Create and maintain marketing analytics reporting.
- Support product line managers in product planning, market research, price analytics and the development of promotional materials.
- Help incorporate voice of the customers into product development decisions.
- Support pre-sales and lead capture activities at industry trade events.
- Develop sales presentations, white papers and marketing materials.
- Support new product and program launches with marketing collateral.
- Ensures effective management of key customer accounts.
- Develops key relationships & networks with customers in all disciplines and at required levels.
- Work closely with other company locations to insure effective management of multi-national customers.
- Ensures USMCA documentation is accurate and submitted.
- Monitor warrant reporting per existing agreements.
- Prepare quotations and maintain quotation file systems.
- Conduct SWOT analysis to aid in finding new opportunities and eliminate threats; build, maintain, and effectively manage a healthy sales pipeline.
- Accurately forecast sales results.
- Activities as assigned related to and in support of the Quality and Environmental Management Systems.

Requirements:

- Bachelor's degree in Engineering, Business, or Marketing and 5-10 years' experience in of sales/business development with extensive relationships in any or some mix of consumer, automotive/commercial vehicle, EV, off-road, non-invasive medical, and/or industrial markets with a demonstrated track record of over-achievement.



- Proven ability to develop and initiate strategies for revenue and client count growth as well as expense control.
- Strong understanding of sales; experience building and running a sales team, is a plus.
- Follow a structured sales methodology as well as meet and exceed sales quotas.
- Superb listening and reading comprehension, attention to details and excellent verbal and written communication skills are required.
- Possess a strong network of contacts and relationships, and history of successfully selling products or services to target markets.
- Motivated, self-starter mindset is required; able to adapt to changing needs.
- Requires strong interpersonal skills, team player and multitasking abilities.
- Excellent written and "active" verbal communication skills with both internal and external customers.
- Ability to develop and maintain excellent customer relationships.
- Possess good planning and time management skills as well as common sense to solve practical problems.
- Ability to interpret a variety of instructions furnished in written and oral form.
- Candidates should be dependable and professional; take initiative and display sound reasoning decision making; and support CVG's goals toward continuous improvement.
- Desire to be part of a growth business and operate in an ever-changing environment.
- Proficient in MS Office 2016/365 including advanced Word, Excel, and PowerPoint.
- Must be able to travel domestically and internationally, up to 50% of the time.

This position is not available for sponsorship currently.

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:
HR@cvgrp.com

Fax:
614-289-0377

Mail:
CVG, Inc.,
Attn: Human Resources
7800 Walton Parkway
New Albany, OH 43054

CVG is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or expression, genetic information, national origin, age, military or veteran status, disability, marital status, pregnancy, or any other status protected by law.