



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 New Market Business Development role at our Concord, NC facility.

In this role, the incumbent will:

- Utilize existing relationships and technical expertise in the target markets to build market position by locating, developing solutions, negotiating, and closing business opportunities.
- Maintains relationships with clients by providing support, information, and guidance. Research and recommend new opportunities and recommend profit and service improvements.
- Provides technical and sales support to prospects and customers, B2B sales, marketing and strategic analysis, utilizing exceptional negotiation skills to close deals.
- Understands the competitive dynamics in the target contract molding/manufacturing landscape and provides guidance specific to the markets that should be targeted based upon company's core competencies.
- Executes the company's marketing and sales strategy to gain new customers and develop them into profitable accounts.
- Generates requests for quotation and provides details to the development team that will help aid the estimating process. Acts as the liaison between the customer, Engineering and Program Management.
- Negotiates Terms and Conditions, Engineering Services and Manufacturing/Supply agreements with customers, or helps modify customer supplied contract and partnership documents.
- Regular customer visitation/interactions and development of relationships through many levels of the customer's organization.
- Coordinates all aspects of the sales process including actively understanding and documenting customer requirements, fiscal requirements, ensure customer provides proper documentation for the order to be processed in manufacturing, communication with customer regarding schedule/delivery expectations, and obtaining customer feedback.
- Leads regular sales/marketing meetings and strategy sessions to inform team members of external and internal strengths, weaknesses, opportunities, or potential business threats.

- Represent company at trade association meetings and exhibits to promote our varied services.
- Must communicate information and state problems or challenges to be resolved in a clear, concise, courteous, and professional manner and be able to provide clarification, as necessary.

Requirements:

- A Bachelor's degree in engineering, business, or marketing disciplines
- 5-7 years of sales experience with 2-3 years of technical/operational experience in the plastics molding industry
- Possesses the ability to work in a fast-paced environment with people with varying levels of experience and education is critical.

Preferred Skills:

- 7+ years of experience in the plastics industry and has a history in the engineering or production of plastic components.
- Prior experience working in contract manufacturing, ISO, and IATF certified environments
- Has extensive experience in the plastics industry and has a history in the engineering or production of plastic components.
- Sales or commercial experience in the following industries: Powersports, Telecomm, Industrial, Energy Gen/Storage, Large Part Molding (up to 3500T), Metal to Plastic, and Warehouse Automation industries. Possess a basic understanding of injection molding and value-added processes.
- Has contacts, established relationships, and a history of successfully winning new business.
- Proficient in Microsoft Office applications, including Outlook, Word, Excel, and PowerPoint. Must be able to travel domestically and internationally.
- Motivated, self-starter mindset is required.
- Be able to adapt to changing needs.
- Excellent written and "active" oral communication skills with both internal and external customers.
- Requires strong interpersonal skills, team player and multitasking abilities.
- Ability to develop and maintain excellent customer relationships.
- Possess good planning and time management skills.
- Ability to use common sense to solve practical problems.
- Ability to interpret a variety of instructions furnished in written and oral form.
- Possess an inquisitive and curious nature.



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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

Different people approach opportunities and challenges differently which improves outcomes for customers, employees, and shareholders. CVG is committed to diversity and inclusion and welcomes qualified applications without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status or any or any other status protected by law.