



Supply Chain Services International

# Career Opportunity Announcement

<b>Title: Heavy &amp; Off Road OEM Business Development Representative</b>	<b>Shift: 1st</b>
<b>Availability: Immediately</b>	<b>Number Available: 1</b>
<b>Location &amp; Division: Midwest</b>	

## OBJECTIVE:

SCSI is an international 3<sup>rd</sup> party provider of supply chain solutions with locations in North & South America, Asia, and Europe. We are in search of a Heavy & Off Road OEM Business Development Representative that will be responsible for developing and growing business within this market segment.

## DUTIES AND RESPONSIBILITIES

- You will not be an Account Manager for current business
- This position will be responsible for new account generation so you must enjoy being a hunter
- Work with the Business Develop Manager and Marketing Manager in determining target accounts
- Research target accounts for key point of contacts
- Schedule and attend customer sales appointments to uncover potential needs
- Prepare and deliver technical sales presentations to decision makers at both corporate and plant levels
- Sell services per SCSI's objectives and sales strategy
- Assist in planning or modifying services to meet customer needs
- Prepare, present, and follow up on all proposals
- Input all information into SCSI's CRM system
- Manage the overall sales process of your accounts
- Work closely with the operations teams to ensure customer satisfaction. This may require hands on involvement from time to time
- Work to solve any customer dissatisfactions
- Work closely with corporate support teams
- Determine monthly and annual sales objectives
- Produce reports, summaries, and forecasts as required
- Cross communicate with national and international sales teams
- Ensure customers pay on time and assist with collection if needed
- Attend networking events, tradeshow, and conferences
- Other duties as assigned

## REQUIRED JOB SKILLS AND COMPETENCIES

- Previous sales experience within accounts such as John Deere, CNH, Volvo, AGCO, Oshkosh, PACCAR, Freightliner, and Cummins is **required**.
- Understanding of Quality (quality systems, engineering, audits, and inspections) and Logistics functions (warehousing, distribution, and vendor managed inventory) background is highly preferred.
- Knowledge of principles and methods for promoting and selling services
- Strong presentations and negotiations skills and abilities
- Flexible work schedule
- Strong PC and systems experience with database and reporting tools
- Travel and customer entertainment required
- Team player



**SCSI**

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## **REQUIRED EDUCATION**

- Bachelor's degree

## **SUPERVISORY RESPONSIBILITIES**

- Supervisory responsibilities may occur periodically; on an as needed basis

## **PHYSICAL DEMANDS OF WORK ENVIRONMENT**

- This position requires time in an office environment operating business equipment and computers and on a manufacturing production floor
- Exposure to high noise levels in a manufacturing environment
- This position requires the use of proper safety equipment; requirements may vary by work location