



Our Precision, Your Advantage

JOB POSTING

This document is used to provide a basic description of essential duties and other work elements.

Job Title: Strategic Sales Account Manager

KYB Americas Corporation, a subsidiary of one of the world's largest manufacturers of shocks, struts and hydraulic components, and a global leader in ride control technology for both OEM and Auto Care (Aftermarket) industries.

If you are interested in a growing, fast-paced, collaborative company with lots of opportunity and a company who understands the importance of work / life balance, KYB Americas Corporation is the place for you!

Purpose of Position/Summary:

The purpose of the Strategic Sales Account Manager position is to manage and grow sales at assigned accounts, ensuring consistent, profitable growth through strategic planning and action plan execution to meet company objectives.

Essential Duties/Responsibilities:

- Develop customer strategies that identifies new opportunities and develop pursuit strategies that positions to win;
 - Exercise account leadership in the execution of the strategy;
 - Manage customer opportunities and proposals;
- Act as primary interface with assigned customer(s);
- Achieve strategic objectives defined by company management for assigned customer accounts;
- Build and maintain strong, long-lasting relationships with key personnel, developing trusted advisor relationships with key customer coaches and sponsors;
- Listen to "Voice of Customer" and be a change agent within company;
- Identify and develop opportunities within assigned customers and collaborate with Sales Leadership to ensure growth attainment;
- Proactively assess, clarify, and validate customer needs on an ongoing basis;
- Collaborate with Sales Leadership to establish and recommend the most realistic sales goals for assigned Customer. Key contact for account issues external and internal, including customer interface;
- Meet targets for profitable sales and strategic objectives;
- Negotiate pricing and conditions;
- Coordinate involvement of company personnel, including support, service, and management resources, in order to meet account objectives and customers' expectations, maintains high customer satisfaction ratings that meet company standards;
- Work closely with Sales Account Administrator to ensure customer satisfaction, problem resolution and process RFQs, APRs and other customer driven activities;
- Collect and report all governmental requests by assigned customers such as, but not limited to; NAFTA, CAFE, Conflict Minerals;
- Assist in collections of past due accounts;
- Interpret short- and long-term effects on sales strategies in operating profit;
- Collaborate with Sales Leadership to control budgets for department expenses;
- Other duties as assigned by Sales Leadership on an as needed basis.

Job Requirements:

- This position requires a Bachelor's degree in Business, Marketing or Engineering from an accredited institution. A minimum of three years of related selling experience or the equivalent combination of formal education and experience, within industry preferred;
- This position requires exceptional oral and written communication skills, plus a good working knowledge of Microsoft Office Suite;
- This position requires strong interpersonal skills; experience with Japanese culture a plus;
- The proven ability to motivate and lead a cross function selling team is an important aspect of this position;
- This position requires experience in developing customer and selling strategies;
- The position requires familiarity with data analysis and reporting;
- Problem-solving and analytical skills to interpret sales performance and market trend information is additionally required;
- The position requires the knowledge of standard business financial fundamentals.
- This position does require domestic travel when needed.

ABOUT US:

KYB Corporation produces a variety of ride control, hydraulic, and electronic products for use as original equipment and replacement parts in automobiles, motorcycles, trucks, specialty vehicles, buses, aircraft, railroad cars, industrial applications, agricultural applications, and civil engineering projects. Our global headquarters are located in Tokyo, Japan, and we have facilities in Asia, the United States, Central and South Americas, and Europe.

KYB Americas Corporation, headquartered in Franklin, IN, is a producer of shocks and struts for several Japanese OEM's, such as Toyota, Honda, Nissan, Subaru and Mitsubishi, as well as, producing product for the Aftermarket business.

Website: <http://www.kyb.com>

Company Size: 501-1000 employees

*****NO AGENCIES PLEASE*****

KYB Americas Corporation is an Equal Opportunity Employer