



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, is growing and we're seeking a Strategic Sales Account Manager to join our team!

If you are interested in a growing, fast-paced, collaborative company with lots of opportunity, KYB Americas Corporation is the place for you!

Purpose of Position/Summary:

The purpose of the Strategic Sales Account Manager position is to develop long-term relationships with assigned customers and act as liaison between customers and cross-functional internal teams for opportunity identification and to ensure the timely and successful commercial activities.

Essential Duties/Responsibilities:

- Act as primary interface with assigned customer(s);
 - Identify and grow opportunities within assigned customer and collaborate with Sales Leadership to ensure growth attainment;
 - 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;
- Coordinate all activities, internal and external for assigned customer(s);
 - Coordinate the involvement of company personnel, including support, service, and management resources, in order to meet account objectives and customers' expectations, and maintain high customer satisfaction ratings that meet company standards;
 - Work closely with Sales Account Administrator to ensure customer satisfaction and problem resolution and process RFQs, APRs & other customer driven activities;
- Work with the Director of J-OEM Sales, and develop customer account planning cycle to achieve sales objectives for assigned accounts;
 - Develop pursuit strategy for new opportunities;
 - Achieve strategic customer objectives as defined by company leadership;
 - Meet targets for profitable sales and strategic objectives;
 - Negotiate pricing and conditions;
 - Forecast and track key account metrics;
- Participate in Sales Department improvement activities such as improved record keeping, RFQ Management, Company Surveys, information gathering, etc.;
- Support all other directed corporate goals as prescribed in accordance with company policies;
- Be available to support other Sales Team Members as needed and/or directed;
- Assist in obtaining, updating and/or verifying information in QAD/IFS as needed;
- Collect and report all governmental requests by customers such as, but not limited to; NAFTA, CAFÉ, Conflict Minerals;
- Conduct and/or assist in other various marketing/sales related duties/activities as needed/assigned;
- Assist communicating with customers when members of the Sales Team are otherwise unavailable;
- Assist in collections of past due accounts;
- Other duties as assigned by Director of J-OEM Sales or Sales Leadership on an as needed basis.

Job Requirements:

The Strategic Sales Account Manager position requires a Bachelor's degree from an accredited university or college in Engineering or Business. 4-6 years of related experience may substitute for a college diploma. Account management or other relevant experience is preferred but not required. This position must have excellent communication skills – both written and verbal. Additionally, this position must demonstrate the ability to communicate, present and influence credibly and effectively at all levels of the organization, including executives. This position must also show excellent listening, negotiation and presentation skills. The Strategic Sales Account Manager must have the ability to manage multiple

projects at a time while paying strict attention to detail. This position must be creative, analytical and people-oriented. This position requires proficient use and understand of with Microsoft Excel, PowerPoint, and Word. Microsoft Project experience a plus. This position also requires knowledge of standard business financial fundamentals. This position does require domestic travel when needed. Must be highly self-motivated and a self-starter.

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