



Key Account Manager - Ohio

Ref. KAM_OH_US_2406

Location: Buffalo Grove, IL - USA



About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing, manufacturing and Industrial Automation Components. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 own sales companies and through more than 60 independent national distributors.

Carlo Gavazzi in USA is currently looking a talented and passionate **Key Account Manager**, responsible for new business development in Ohio as well as achieving the corporate sales and marketing plan for their assigned customers. This role is reporting directly to our VP Sales US.

You will be part of a sales organization that is passionate about working with our clients to create a unique product that is more advanced than anything that is currently available on the market. As Key Account Manager, you are responsible for new business development, working with assigned Inside Sales Manager to assure growth and development of existing and new OEMs.

What does this mean?

- Under the guidance of VP of Sales US and Product Line Managers the person, you are responsible for new business development in your assigned area.
- You are responsible for working with assigned Inside Sales Manager to assure growth and development of existing and new OEMs
- You ensure billing goals for sales territories are met or exceeded.
- You provide field sales/activity information as requested to management
- Your represent Company at trade association meetings and exhibitions to promote products
- You prepare sales reports showing sales volume, and associated business sales forecasting
- You are proficiency in creating, negotiating, and closing business opportunities.
- You Identify customer solutions and offer creative options to meet their technical/commercial requirements.

Requirements

Sounds great! Am I the Key Account Manager you are looking for? Let's see:

- You have solid and successful experience with b2b sales of automation components to relevant key accounts (e.g. OEMs, panel builders, distributors) on the local market.
- You have a high level of communication, presentation and numeracy skills and a self driven desire to find solution to problems.



- You are located in Ohio.
- You obtained experience in driving sales organization.
- You have a degree in electronics and/or automation, and/or electrical engineering and good knowledge of market of components (detection, switching, fieldbus, etc.)
- You excel in using Microsoft Office 365 and solid experience with IT tools, ERP and CRM type tool.
- You are very hands-on and pragmatic. You have many examples of things you made yourself.
- You are flexible, you have no problems with adapting new plans. Customer Support is fun, but also unpredictable.
- You can handle pressure because honestly, we work hard.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Inc. with registered office in 750 Hastings Lane - IL 60089-6904 - Buffalo Grove USA - sales@carlogavazzi.com