



**TM GE Automation Systems LLC**

Office: 1325 Electric Road, Suite 200, Roanoke, VA 24018 USA

Mailing Address: 2060 Cook Drive, Salem, VA 24153 USA

**Job # ES1010**

**Job Title:**

Technical Sales Manager

**Location:**

South Eastern USA

**Business Unit/Department:**

North American Sales

**Job Responsibilities:**

You will develop relationships with a network of purchase influencers within current and potential client organizations to position TMEIC GE to bid for opportunities. You will map and manage the tactical plan for pursuing projects with typical concept to close cycles of 18 months.

- Develop and implement sales/business plans and strategies at key accounts
- Identify and establish contact with purchase influencers in client organizations
- Identify and solicit leads and referrals to maintain an active opportunity pipeline
- Travel to customer locations, both locally and regionally, in support of sales opportunities
- Proactively communicate and cooperate with our sales channel partners on all sales activities in the region
- Be the primary liaison and support resource to our sales and service partners in your region
- Provide pre-sales technical assistance (generate written proposals, product and service presentations, etc.) to our clients and channel partners
- Build awareness of TMEIC GE products and services via presentations at conferences, trade shows and at client meetings
- Identify new product and solution opportunities to increase sales growth
- Monitor client satisfaction with sold projects
- Ensure client issues are resolved
- Provide regular and detailed feedback on product or other project deficiencies for continuous improvement
- Maintain accurate records of proposals, contracts and business activities per corporate guidelines
- Provide timely updates on sales activity, performance, integration of corporate business project processes, market trends and customer relationship issues
- Ensure the utilization of business processes: CRM, ORACLE, OSM and QMI reviews

**Minimum Requirements:**

- Minimum formal education required is a BS degree
- Minimum of 5 years experience in an outside sales position
- Sales or engineering background with large industrial drives and motors or their driven equipment
- Experience selling multi-million dollar projects or systems
- Demonstrated success in achieving annual orders budget
- Demonstrated organizational skills, including time management, good file and record organization and report writing
- Computer skills and ability to work with business programs
- Frequent travel required (up to 50% overnight)

**Preferred Qualifications:**

- BS degree in an engineering discipline, typically electrical or mechanical
- Existing relationships with purchase influencers at TMEIC GE client and potential client organizations
- Experience with industry procurement processes
- Spanish language fluency

**Direct Link to online application:** <http://www.tmge.com/hr/app.php>

In order to be considered for a job opening, all applicants must complete an on-line job application, in full, for each job opening. A resume can be attached to the on-line application, but is **NOT** considered a substitute for the information in the application. Applications are not accepted for positions not posted. Current Job Listings, along with our application, can be found on our website at [www.tmge.com](http://www.tmge.com) - click on Career Opportunities. Please, no telephone calls.

We are an Equal Employment Opportunity Employer & Affirmative Action Employer