



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 # ES3208

Job Title: Sales Manager	Position Available: 1	Location: Salem, Virginia, USA
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Business Unit/Department: Metals Business Unit

Reporting to: Commercial Leader - Metals **Status:** Full-Time

Job Responsibilities:
The job responsibilities include:

- Leading sales transactions with major steel producers and OEM's globally
- Orders budget \$8-\$12 Million in contracts annually for the Metals Business
- Developing and maintaining key account planning for five major metals customers
- Interpersonal skills to develop and maintain strong industry relationships, understand the market conditions
- Develop and maintain sales plans, submit commercial and technical proposals, understand and utilize successful order closing strategies
- Depending on size of project, write the technical proposal or work with other application engineers to develop the technical proposal
- Travel is required to customer sites for technology presentations, project reviews, and contract negotiations. You will also work directly with the field sales force (domestic and international) to meet customers' needs and provide leadership in developing customer strategies. Frequent travel is required.

Minimum Qualifications:

- Bachelor of Science in Electrical Engineer (BSEE) or Mechanical Engineering
- 3 to 5 years experience working with Metal Rolling Mills
- 3 to 5 years sales experience

Desired Qualifications:

- Experience in closing large systems contracts from \$10 to \$40 M
- Commercial Negotiation Skills for Terms and Conditions
- Demonstrated ability to multitask and work in a cross-functional environment

Direct Link to online application <http://www.tmge.com/hr/app.php>
In order to be considered for a job opening, applicants must complete an on-line job application, in full, for each job opening within the job-posting period. 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, click on Career Opportunities.

We are an Equal Employment Opportunity Employer & Affirmative Action Employer

