

MAKE YOUR MOVE.



Eberspaecher Climate Control Systems Canada Inc, Mississauga

Whether vehicle heaters, air conditioning systems, vehicle electronics or exhaust technology: As one of the leading system developers and suppliers to the global automotive industry, we stand for groundbreaking solutions. You want to help shape the mobility of tomorrow? In an innovative family business with over 10,000 employees? With us you can and you should. Because we are constantly on course for the future. For you, this means: exciting areas of responsibility, plenty of room for creativity and diverse development opportunities.

JOIN THE EBERSPÄCHER TEAM

Segment Manager – Utility & Cargo

RESPONSIBILITIES

1. Development of Sales Strategy for the Segment in North America
2. Analyzes local market opportunities, develops working plans and develops key contacts to achieve revenue and net income goals.
3. Collect and analyze data to define opportunities to grow and improve aftermarket performance.
4. Participate in development & review of Aftermarket strategy.
5. Monitor competitor's products and tactics as it applies to the segment. Propose counter measures for both short-term and long-term product and sales benefit.
6. Monitor regional and global competitors, trends and Government Legislation to ensure requirements are met.
7. Acquisition of new customers (direct and indirect) and new projects
8. Support validation of customer specific (product/system) applications
9. Monitor and assure quotation responsiveness and on time quotations to our customers
10. Support the implementation of the pricing strategy and discounts relevant for products/services we sell currently and into the future.
11. Support the regional sales managers in all segment appropriate regional customer negotiations(technical and commercial)
12. Support forecasting and budget planning processes
13. Support and help develop Eberspaecher/Kalori annual business planning process (5 year business plan).
14. Support the Sales and Engineering Department and Company with special projects as necessitated
15. Lead the planning and communication of new product requirements. Work with the business units to clearly communicate customer and business needs.
16. Coordination of Segment specific Product and Service Development necessary to meet the customer requirements.

REQUIRED KNOWLEDGE AND SKILLS

1. Minimum university degree with a major in Engineering, Marketing, Business Administration or a related program or equivalent relevant business experience
2. Minimum five years of direct sales experience with a proven track record of closing key accounts and managing relationships preferably in the Utility & Cargo
3. Proven track record of managing and motivating a strong sales force, including setting and exceeding metrics and sales targets
4. In-depth knowledge of the organization's products and services offered
5. Excellent communication and client relationship building skills
6. Proficient in managing key elements within a CRM platform
7. Intermediate in MS Office (Word, Excel, PowerPoint)

Contact: Sarah Neto – HR Manager (sarah.neto@Eberspaecher.com)