

Position Title: Global Account Manager
Department: Sales
Manager: Vice President, Sales

Date: September 2016
Location: Remote – California Bay Area

Company Overview

Inventus Power, founded in 1960, is the world's ONLY power systems manufacturer that integrates and delivers battery packs, chargers & docking stations and power supplies across the consumer, commercial, medical and military & government markets and is located in 8 countries across 4 continents.

With headquarters in Woodridge, Illinois and manufacturing facilities in the United States, Mexico, Brazil, China and Malaysia, we are globally positioned to be a catalyst for our customers' success. Inventus Power utilizes decades of design, engineering and market expertise to apply innovative technology to our OEM customers' devices and ensures a reliable, high quality product through our vertically integrated processes and performance testing capabilities.

Position Summary

This position will actively manage the entirety of the assigned accounts. This will involve a wide range of responsibilities including, but not limited to, high-level overview of total program management for the assigned accounts and the programs and projects generated by those accounts.

Additionally, this position requires the effective management of current accounts/relationships and the generation of new business opportunities within those accounts.

The Global Account Manager is also responsible for developing new customers in addition to named accounts, contacting key decision makers, conducting business needs analyses and proposing solutions.

Primary Responsibilities

- Responsible for account management of assigned key accounts, which includes, formulating and executing strategic account plans, overall account retention & penetration, securing and converting new growth opportunities, achieving account-level and company-wide sales revenue / profitability goals, and achieving Customer Satisfaction goals
- Develops and maintains a close working relationship with the appropriate customers' business functions and decision makers to determine and deliver to the customers' needs

Primary Responsibilities (Cont.)

- Provide a premium level of customer service and attention to our key customers
- Articulate the Company's value proposition and capabilities to current / potential customers
- Build an opportunity pipeline with accessible opportunities in line with the organizations financial aspirations and the positions target goals.
- Convert assigned leads / prospective clients into delighted customers and profitable revenue streams
- Secure market share with major customers and present growth opportunities to management
- Manage business development tasks; Prepare competitive assessment, price to win, and key success factors for bid / no bid meetings; Ensure recovery of NRE and other project related costs
- Ensure formal acceptance of all appropriate business agreements as well as terms & conditions between the Company and the Customer and ensure full understanding of Liabilities and Obsolescence risks
- Coordinate customer visits with engineering, manufacturing, sales and management
- Support annual and ongoing budget / strategic planning processes by supplying revenue / bookings forecasts, customer spend, TAM, identification of major new customers or expanded programs, and significant product mix / vertical changes
- Be accountable and persistent to the level which is necessary to get the job done in a high-energy, fast-paced global environment where a long sales cycles are commonplace
- Handle all other assigned responsibilities

Experience & Education/Training Requirements

- Bachelor's Degree in technical field such as: Mechanical, Electrical, Industrial or Chemical
- Excellent project management and planning / organizing skills with the ability to establish correct priorities to exceed sales quotas, while providing high attention to details
- 5 or more years proven sales/account management success with a highly custom product line that required long design in and sales cycle
- Knowledge / experience in marketplace; knowledge of market
- Proven ability to build solid customer relationships and proven sales success; demonstrated ability to be customer focused and responsive to questions and needs
- Ability to manage accounts worldwide
- Ability and willingness to travel up to 50%. This will include occasional overseas travel as well as domestic travel

Important Information

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of employees so classified. All employees may be required to perform duties outside of their normal responsibilities from time to time, as needed.

This job description will be reviewed periodically and is subject to change as needed due to business necessity.

Equal Opportunity Employer: minority/female/disability/veteran

Please submit all resumes and completed applications to hr@inventuspower.com