

Your Interconnect Solutions Expert

Amphenol Sine Systems Corporation**Seeking:** Regional Business Development Manager**Job Type:** Full-time, Remote**Location:** Texas USA**Industry:** Industrial/Audio and Lighting, Electrical Connectors, Cable Assemblies**Job Description**

Amphenol Sine Systems Corporation is seeking an individual with strong electrical connector related experience to develop and coordinate new & existing business opportunities for industrial electrical interconnect systems in Texas, Oklahoma, Arkansas, Louisiana & Northern Mexico.

The primary function is to achieve acceptability of Amphenol's electrical products in the marketplace, while providing technical leadership to electrical harness manufacturers, OEMs, and distribution channel partners. This position will be familiar with competitive product offerings in various market segments and be able to position Amphenol products to best compete against competitive products. The primary customer industries are Heavy Equipment, Agriculture, Transportation, Marine, Data Center and Lighting markets, working directly with the end user, as well as front-end consulting engineering firms as needed.

Other main functions include providing efficient and accurate pre-sale application and technical support by analyzing and recommending solutions to meet customer's needs; work with customer engineering design team to design in Amphenol products; manage daily phone and email activity while providing directions, solutions, and recommendations; effectively communicate product value proposition and product line strategies; review and provide feedback on product literature developed by product line; provide feedback to product marketing and engineering regarding information, cross reference data, technical drawings, and any other technical documentation found in hard copy or on the website; serve on special teams to enhance team performance and drive process improvement, productivity and customer satisfaction.

Position Responsibilities

- Drive product development, sales, and business strategies at electrical harness manufacturers, OEMs and/or with Amphenol distribution channel partners.
- Provide support on major mission critical projects including preliminary concept drawings, models and interfacing with the customer and project consultant.
- Conduct product seminars and training on Amphenol products and solutions to end users, consultants, and sales engineers.
- Provide technical submittal packages for customer approval.
- Make direct OEM/MRO sales calls, joint calls with and Distributors to achieve defined budgets.
- Provide forecasts and budget updates to management as required.
- Follow-up on all leads and quotations within assigned territory and/or account portfolio.
- Virtual presentations and hands-on demonstrations of Amphenol products, applications, and technology for the purpose of product sales. Independently and/or in conjunction with management, develop and implement effective Mutual Action Plans with target OEM's and assigned distributor branch locations.
- Must be able to travel via airplane & overnight up to 30% as required by assigned responsibility.
- Must have a valid driver's license and be able to operate an automobile for up to six hours at a time.
- Travel to corporate headquarters and areas outside of territory will also be required on a periodic basis.

Education & Experience

- Bachelor's degree in electrical/mechanical engineering
- Minimum five (5) years of engineering and/or electrical sales experience in addition to working with distribution, preferred.

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Technical Skills

- Bilingual in Spanish and English easily able to fluently speak, read, and write in both languages.
- Proficient with computer and Windows based applications (Word, Excel, and PowerPoint).
- Excellent presentation, communication, and interpersonal skills.
- Problem solver; Strong influencing and negotiations behaviors.
- Strong business ethics and integrity.

Amphenol offers a highly competitive salary and attractive commission plan, along with a comprehensive benefits package including company vehicle or allowance, medical, dental, vision, group life insurance and 401K.

Relocation assistance is available.



Amphenol Sine Systems

Amphenol Sine Systems (www.amphenol-sine.com) was founded in 1967 and is a subsidiary of the Amphenol Corporation and is a leader in Industrial interconnect products. The company designs, manufactures and supplies high-performance interconnect systems for a broad range of Industrial applications including factory automation, motion control, heavy equipment, alternative energy, rail mass transportation and advanced technology solutions for hybrid-electric vehicles. The company's headquarters are located Clinton Township, Michigan with global manufacturing, engineering, sales, and service operations.

Send resume to: Colleen DeGrande, HR cdegrande@amphenol-sine.com +1-586-913-8688