

Your Interconnect Solutions Expert

REGIONAL BUSINESS DEVELOPMENT MANAGER- Self Driven for Remote Working

AMPHENOL SINE SYSTEMS CORPORATION

Are you ready for a new move? Ready for a change from the traditional 8-5 office environment to have more flexibility working autonomously? Join a team recognized for leadership, innovation, and proven success. We don't just sell things; we offer Solutions by Design to tomorrow's challenges.

Job Type: Full-time

JOB DESCRIPTION

Amphenol Sine Systems Corporation is seeking an individual with strong electrical connector related experience to develop and coordinate new business opportunities for electrical interconnect systems based in the **greater Dallas, TX region**.

The primary function is to achieve acceptability of Amphenol's electrical products in the marketplace, while providing technical leadership to OEM's, distribution channel partners and outside rep agencies. 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 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.

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.

Region: Open position based in greater **Dallas, TX** region. Relocation assistance is available.

POSITION REQUIREMENTS

- Drive the product development, sales, and business strategies at OEM 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 Representatives 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 20% 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.

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DESIRED SKILLS & 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
- Proficient with a 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

COMPANY DESCRIPTION

Amphenol (www.amphenol.com) is one of the world's largest providers of high-technology interconnect, sensor, and antenna solutions. Our products Enable the Electronics Revolution across virtually every end-market including Automotive, Broadband Communications, Commercial Aerospace, Industrial, Information Technology and Data Communications, Military, Mobile Devices and Mobile Networks. Amphenol's 2021 revenues were \$10.9 billion with over 90,000 employees.

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