



D & V Electronics Ltd. is a Manufacturer and Supplier of State of the Art Electric Motor and Drive Test Systems to the OEM and Tier One manufacturers of Hybrid/Electric automobile vehicles worldwide. Our Canadian head Office is located in the City of Vaughan. Due to an increase in sales growth D&V is looking for a qualified, highly competent and self- motivated individual who will plan, execute and close sales of D&V products in Europe - to current and new clients/customers. We offer a Comprehensive Benefit Package, to include an incentive bonus. If your qualification and experience meets our need, we invite you to apply for the following position and grow with us.

VP Sales – Europe

Responsibilities:

- Responsible for European sales
- Developing new clients and new opportunities
- Managing European Technical support with extensive liaison with Tech Support Canada
- Extensive Travel to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and understanding customer requirements
- Follow-up on leads acquired through direct and / or indirect sales inquiries
- Negotiating contract terms
- Negotiating and closing win-win sales
- Identify, assess and coordinate follow-up of customer inquiries
- Provide solutions to both current and new customers, on application and technical concerns; both pre and post sales
- Advise the Engineering Department on design specification(s); recommend product improvement and / or modification(s); as per customer specifications
- Assist Engineering, Manufacturing and Quality departments with customer testing; to ensure the product(s) meets the customer expectations
- Liaise with other members of the sales team and other technical experts, as required
- Promote D&V products, by attending trade shows, conferences and other network events
- Create technical presentations and demonstrations on how a product will meet client needs

Education:

- Bachelor degree in Electrical Engineering
- Proven 15+ years Technical Sales Experience in the automotive industry
- Knowledge of automotive testing technology
- Knowledge of electric motors and drives for electric vehicles
- The ability to build relationships with clients/ customers quickly
- Must maintain professionalism at all times
- Excellent customer service skills required
- CRM experience
- Resilience and tenacity required
- Problem solving and analytical reasoning skills required
- Good interpersonal and communication skills required
- Excellent negotiation skills required
- Must be willing to travel extensively
- Must have a Canadian, EU or USA passport

D & V Electronics Ltd. values their employees. We encourage life-long learning and foster employee personal growth. If you're someone who enjoys working in a creative and innovative work environment, and would like to join our team, please submit your resume and covering letter to: careers@dvelectronics.com or fax us at (905) 264 0502.

We thank all applicants for their interest in our organization, however; only those selected for an interview will be contacted.