



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 Office is located in the City of Vaughan, less than five minutes to many of the Major Highways, Hwy. #427, #407 & #401 and is accessible by all major Public Transit Systems. We are currently looking for a highly driven technical sales professional with extensive work experience in the automotive industry. We offer a Comprehensive Benefit Package, Education Upgrade Funding, including contribution to an Employee RRSP Plan. If your qualification and experience meets our need, we invite you to apply for the following position:

Regional Sales Manager - America's

Responsibilities:

- Responsible for all Sales in the America's (North, Central and South America).
- Own the customer relationship and all activities associated with the customers/accounts.
- Own customer relationships for assigned accounts where customers have global presence, leading the relationship while coordinating with counterparts in various regions of the globe.
- Expanding and strengthening existing relationships with current customers.
- Creating and Developing new clients and opportunities
- Forecasting and reporting orders based on geographic, customer or product coverage area
- Frequent Travel to clients is required
- Understanding and managing all aspects of commercial relationships and accounts
- Follow-up on leads acquired through direct and / or indirect sales inquiries
- Negotiating contract terms
- Ability to close win-win sales solutions
- Identify, assess, prioritize and coordinate follow-up of customer inquiries
- Provide solutions to customers, on application and technical concerns; both pre and post sales
- Advise the Engineering Department on design specification(s); recommend product improvements and / or modification(s); as per customer specifications
- Ensure the product(s) meet the customers' expectations and providing assistance and feedback to Engineering, Manufacturing and Quality departments with customer related items
- Liaise with other members of the sales team and other technical experts, as required
- Assist with Marketing initiatives by promoting D&V products, 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 10+ 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
- This position will initially not have any direct reports.
- The Candidate will be accountable for all commercial responsibilities for their customers in their assigned geography as well as owning and maintaining the relationship.
- Resilience and tenacity required – hunter mentality/capability but must also manage account after the sale.
- Excellent customer service skills required
- CRM experience
- Problem solving and analytical reasoning skills required
- Must have very strong interpersonal and communication skills
- Excellent negotiation skills
- Must be able and willing to travel frequently, and occasionally on short notice.
- Must have a Canadian, or USA passport with no restrictions on traveling to any regions of the globe

Note: this position will be based in the GTA, Toronto, Ontario, Canada; may consider to be based in the Metro area, Detroit, U.S.A.

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.