



D & V Electronics is a Manufacturer and Supplier of state-of-the-art test solutions for the Automotive and Aerospace Electric Vehicle Markets. Our USA facility located at Auburn Hills, MI is currently looking for an Account Manager, Sales - to be responsible to plan, execute, and close sales of D&V product line in the Americas and be a point of contact to current and new clients/customers. If your qualification and experience meet our need, we invite you to apply for the following position:

**Position Title: Account Manager, Sales - USA**

**Purpose:**

- To plan, execute, and close sales of D&V product line in the Americas; to current and new clients/customers
- To be a point of contact for clients, answering sales and negotiation inquiries; providing technical solutions to meet customer requirement(s)

**Responsibilities:**

- Responsible for sales of D&V product line
- Assist in managing large retail customers.
- Establishing new, and maintaining existing, relationships with customers
- Follow-up on leads acquired through direct and / or indirect sales inquiries.
- Identify, assess, and coordinate follow-up of customer inquiries.
- Closing win-win sales
- Managing and understanding customer requirements
- Create technical presentations and demonstrations on how a product will meet client needs
- Travel to visit potential clients.
- Advise the Engineering Department on design specification(s); recommend product improvement and / or modification(s); as per customer specifications.
- 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 events.

**Education/Minimum Requirements:**

- Bachelor's degree
- Sales Experience in the automotive industry
- Excellent customer service skills required
- The ability to build relationships with clients/ customers quickly
- Must always maintain professionalism.
- Good interpersonal and communication skills required.
- CRM experience
- Resilience and tenacity required.
- Knowledge of automotive testing technology is beneficial.
- Knowledge of rotating electric components (starters, alternators) is beneficial.
- Must be able to travel throughout the USA, with no restrictions.
- Live and work in the USA, Detroit Area is preferred

D & V Electronics 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](mailto:careers@dvelectronics.com)

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