

Job Description

Position Title:	Business Development Manager	Reports To:	Business Unit Manager
Department:	Administration		
Code:			

I.	Primary Responsibilities:	<p>The primary function of the Business Development Manager will revolve around development of new sales avenues related to the acquisition of Segepo-FSM (FSM) by Segepo. Initial focus will be to leverage Segepo global contacts and open doors and secure new business for FSM through these avenues. Other directed and strategic customers also need to be developed which will result in larger program-based projects.</p> <p>The BDM must develop a direct sales force over time that will be able to drive new sales to achieve the business plan through targeted program focus.</p>
	II. Essential Functions:	<ul style="list-style-type: none"> • Develop contacts and generate new business. This must result in securing firm sales in a specified period of time for FSM from: <ul style="list-style-type: none"> o Leveraging Segepo global customers. o Competitors and similar opportunities of existing Segepo customers or competencies. o Support major international accounts and prospects entering Segepo's strategic market. o Strong focus on existing and new accounts with high volume non-ferrous component needs. o Manage new projects related to the award of new business gained. o Ensure new business profitability through added value matrix. o Assist in the development of a new sales organization either by direct sales engineers and/or independent reps as agreed by Business Unit Manager and Segepo Sales Manager. Sales team must be effective for local NA market and be cost effective for geographic coverage.
	III. Qualifications and Requirements:	<ul style="list-style-type: none"> • Bachelors in engineering or marketing preferred. • Background in technical sales of industrial products, precision machined or fabricated metal products preferred. • Minimum of 5 years of directly related experience. • Ability to read technical drawings and understand machining concepts to achieve finished part requirements. • Technical competence to be able to interface with purchasing, engineering and quality departments of the customer. • Previous demonstrated success in market development. • Commercial/engineering experience mix of about 50/50%
	IV. Physical Requirements:	<ul style="list-style-type: none"> • Requires travel within North America. • Must be outgoing and extroverted with good interpersonal skills and ability to connect with strangers easily to open sales opportunities in a cold call situation. • Ability to build a team of direct reports and manage people from a distance.

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V. Environmental Conditions	<ul style="list-style-type: none">• Office setting and presence in the workshop with up to 30% travel time.
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Contact:

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