

About us: we specialize in the manufacturing of custom electronic circuits for the automotive, aerospace, medical & industrial markets. Partnering with our customers, we develop high reliability solutions. World renowned companies rely on us to provide zero defect quality levels. Our customers are served from three strategically positioned manufacturing sites, Ronse (Belgium), Sherbrooke (Canada), and Warwick (U.K.). In total we employ 300 people. With a pedigree in the electronics industry stretching back over 50 years, our customers benefit from top-class engineering and industry expertise.

Regional Sales Manager – Detroit

The role of the Regional Sales Manager (RSM) is primarily focused on new business growth. The RSM will identify prospective customers and deliver new business from targeted accounts within the region, in accordance with the operational and strategic objectives of the company.

The role will also entail a degree of existing Key Account Management, including, for example, periodical business reviews and/or supporting significant commercial opportunities.

Qualifications and Experience:

Minimum of 2 years of experience in a Sales Management role for an Electronic Manufacturing Service (EMS) provider and/or Automotive Parts contract manufacturing. Commercial, marketing, sales or technical college degree. Significant knowledge & experience of sales / business planning and booking. Ability to represent the company's capabilities to customer's procurement, quality and technical representatives. Ability to interface with a support network of sales administration, commercial, technical, quality members of plant-based teams contacts (primarily plant-based) to achieve targets and service levels. Highly developed selling and negotiation skills. Business Planning and financial acumen. Fluent in English.

We offer:

Extensive training - Competitive salary - Full range of benefits after 3 months of service

Interested?

Please mail your application and resume to RH@cmac.com (HR Manager) C-MAC Microcircuits ULC – 3000, Boulevard Industriel – J1L 1V8

Sherbrooke, Québec, Canada

www.cmac.com

