

# Sales Manager, OEM Sales



Are you driven to succeed and want to work with a team as driven and as focused as you are? Bring your creativity and innovation to this team of people who are very committed and passionate about making the best products in the industry. This is the mission of Turbonetics, Inc. If this sounds compelling and inspiring, we want to talk to you. Individuals who lack product passion need not apply. Ambition and initiative is appreciated and expected.

For three decades, Turbonetics has been the leading source for turbochargers, heat exchangers, controls and related forced induction performance items. Check us out here <http://turboneticsinc.com>

## JOB DESCRIPTION

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### Focus and Scope

The ideal candidate will be charged with driving growth in sales and profitability for key Turbonetics product lines. This responsibility extends from increasing profitability of existing products to guiding development of new products for the company. Position requires spending time in the market to understand challenges, identify opportunities and find innovative solutions for the broader market. This position will lead key marketing and promotion programs to drive product growth and increased market share.

### Job Description:

- Gain an intimate knowledge of the Turbonetics existing and developmental product lines.
- Use the above acquired knowledge to secure orders with both new and existing customers.
- Initiate and develop a rapport with OEM and aftermarket customers in the Industrial, Power-Gen, Rail, Military, General Aviation and Marine market segments.
- Manage all sales promotional activities.
- Develop and execute a multi-year revenue and sales growth strategy to meet business objectives.
- Quantify and prioritize opportunities and utilize information to integrate with monthly sales forecast.
- Formulate plans and timelines to convert opportunities into profitable sales.
- Develop marketing strategy, identify new opportunities, and collaborate with all departments with respect to product improvement needs, new products, pricing, promotion and new markets pursuits.
- Manage organization projects which span interdepartmental disciplines.

## JOB REQUIREMENTS

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- BS/BA or equivalent with 8 years specific experience. in mechanical engineering preferred
- Strong background/experience and technical understanding of internal combustion engines is a must
- Demonstrated experience closing profitable deals.
- Consistently achieve significant revenue growth.
- 5+ years of product marketing, product and program management with automotive, industrial, marine or heavy equipment manufacturing.
- Experience with the use of social media in marketing is required.
- Forced induction related product experience would be beneficial.
- Experience with engineered industrial and/or military products in addition to being an automotive enthusiast would make a candidate ideal for this sales environment.
- Strong written, oral, interpersonal, and presentation skills
- High energy, multi-tasking, roll up your sleeves, do whatever it takes to get the job done work ethic required.
- Experience with growing and establishing international sales channels and organizations.
- Intermediate to advanced MS Office user to compile analytical sales data.

Operates with considerable latitude; determines objectives and strategies. Plans, conducts and supervises assignments of significant scope and complexity. Position requires strong communication, presentation and team building skills, resulting in effective working relationships with other team members. The right candidate will become a trusted partner and key contact person within our organization. Excellent analytic skills, ardent and creative problem solving and a strong work ethic will be required. Lead from the front and have fun doing it.