

SALES ACCOUNT MANAGER – FIXTURE DIVISION

Founded in 1996, Select Tool is a leading manufacturer of high quality and innovative solutions to valued customers worldwide. We are a full-service provider of Checking Fixtures, Automation, Special Machines, Turn-Key Productivity Systems, and Specialty Tooling.

We control our value chain from concept to completion, thus offering many professional development and personal growth opportunities to our team members, as well as greater value and capabilities for our customers.

We value our team members, which is why we offer a competitive compensation package commensurate with experience/capability, comprehensive benefits & 401(k) program along with a great work environment, clean and modern facilities, and a driving desire to continue to be the best at what we do.

Job Location: Select Tool USA Inc., 7346 Nineteen Mile Road, Sterling Heights, MI 48314

Job Description: As a Sales Account Manager, you will satisfy customers' needs and requests, respond to their queries in a timely manner, and to deliver a positive customer experience. You have excellent communication and negotiation skills and be customer service oriented. You will succeed through grow our business by building successful, long-term client relationships.

Reporting to: General Manager – Select Tool USA Inc.

Primary Duties and Responsibilities:

- Maintain, develop, and expand existing accounts.
- Identify and develop new customers.
- Sustain positive and solid relationships.
- Communicate and clarify customer requirements for Estimating and Program Management teams.
- Submit proposals and negotiate quotations in order to secure new contracts.
- Travel to customer facilities to provide enhanced in-person service.
- Other duties as required.

Skills & Experience:

- In depth knowledge of Automotive OEMs and Tier Supplier structures in North America.
- Proven previous experience in Sales, Account Management, or Program Management.
- Experience with check fixtures and associated tooling and asset.
- Excellent verbal / written communication and organizational skills.
- Professionalism and attention to detail a must.
- Team-player and performance-driven.

Requirements:

- Valid Ontario Driver's license and Canadian Passport.
- Ability to travel to and within Canada, USA and Mexico.

- May be required to work extended hours on occasion.
- Legally authorized to work in the United States without company sponsorship

Education:

- Post-secondary degree or diploma or equivalent experience.

Select Tool USA is an Equal Opportunity Employer. Select Tool USA does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status, or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business needs.