

ACCOUNT MANAGER, NON-AUTOMOTIVE

REPORTS TO: Director Business Development, Fori USA

DEPARTMENT: Sales

SALES DUTIES:

- Responsible to support the Non-Automotive Business Development Team in pursuing and securing business outside of the Automotive Industry; in particular, Aerospace, Agriculture, Construction, Defense & Recreational Vehicle sectors.
- Support sales activities and help achieving sales targets for specific accounts as assigned by the Director of Business Development.
- Support quoting activities, write technical proposals and follow-up on sales opportunities with customers assisting the Director of Business Development. The Fori product lines that best suit these solutions and types of applications include, but are not limited to AGVs (Automated Guided Vehicles) / Material Handling, Automated Assembly Systems, Robotic Welding Equipment, Custom Automation, etc.
- The individual is responsible for identifying potential customers and new program launches within sectors listed above.
- Individual must initiate customer contact, identify assembly solution and processes, generate concepts, create proposal presentations, support onsite sales presentation, supports quoting activities; as well as, hand-over of a clearly defined project to program management for execution.
- Duties may also include the benchmarking of competitor's products, advantages of other equipment seen in the eyes of potential customers, the long term manufacturing and assembly strategies and the future equipment needed in each industry.
- Defining equipment requirements, benefits and competitive advantages; technical specifications; engineering, certification and schedule requirements and constraints; acts as technical interface and local program management interface on required customer programs.
- Prepare responses to RFQs and RFI's, ensuring best technical and commercial solutions are utilized; support quoting and negotiations within agreed program sign-off limits and under specific direction of the Director of Business Development.
- Attends sales and marketing meetings and internal training sessions as required.
- Completes periodic sales reports including opportunities and key objectives as required.
- Performs other related duties as required.

JOB REQUIREMENTS:

- Technical Degree and minimum of 5 years non-automotive technical and commercial experience.
- Existing relationships with Non-Automotive Customers is a plus.
- Know-how related to general assembly, material handling, robotic welding, custom automation, etc.
- Demonstrated past engineering or sales success with Non-Automotive Customers; English proficiency
- Travel approximately ~33%



Phone: 586-247-2336
Fax: 586-247-3126



www.foriauto.com



13231 23 Mile Road
Shelby Twp., MI 48315

FORi BRAZIL

FORi CHINA

FORi GERMANY

FORi INDIA

FORi KOREA

FORi MÉXICO

FORi SPAIN

FORi USA