

Director of Business Development - Welding Systems

Reports to: Director of Sales

Company Overview:

Fori Automation is an expanding global supplier of assembly, testing, and welding equipment for the Automotive and Non-Automotive industries. We are seeking a strategic thinking, aggressive and results oriented Director of Business Development with a technical background to manage Welding System Sales in our Shelby Township headquarters.

Examples of welding systems include:

- MIG Welding: Frames, cradles, control arms, bumpers, trailer hitches, etc.
- Resistance Welding: Underbody assemblies including wheelhouses, side rails, cross members, floor pans, etc)

Basic Function:

As Director of Business development, individual will be responsible for sales, processing, and estimating of the welding team.

Duties and Responsibilities:

- Increase revenues and profitability of welding systems.
- Define company strategy for welding systems including target customers and applications, competition, pricing, market trends, supplier development and alliances.
- Attend customer line-up meetings.
- Develop and maintain top level decision maker relationships at target customers.
- Manage all commercial discussions and negotiations including costing, scope of work, timing, payment terms, warrantee, etc. Also the review and modifications of customer Terms and Conditions.
- Establish relations with and work proactively with local mechanical design contractors.
- Oversee all activities of the processing and estimating within welding system department.
- Review and approve all processes, quotes, and technical proposals prior to submittal to customer.
- Work with marketing department to develop literature, videos and sales tools for welding team.
- Coordinate the development and issuance of the SOR and RFQ to the supply chain as needed.
- Research latest production-ready technology for application to competitive quotes.
- Effectively work with Engineering and Project Management departments to ensure customer requirements are achieved while ensuring the final deliverables are aligned with proposal.

Position Summary & Requirements:

- Knowledge of welding process and costing critical to management of team and effective communication with customer.
- Successful track record of strategic selling and managing complex and challenging negotiations.
- Hands-on experience mentoring and coaching a team.
- Strong interpersonal, creative and communication skills while still being a leader.
- Effective in conflict resolution.
- Extensive welding system experience in a manufacturing, engineering, or sales role is mandatory.
- Minimum 10 years' experience depending on educational background.

Education: BSME/BSMET and 10 years of relevant experience OR 20 years of relevant industry experience.

Position Includes:

- Healthcare
- 401K
- Competitive salary
- Bonus eligibility
- Life Insurance
- Short Term Disability



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