

Key Account Manager

DeltaTech Controls is a leading global supplier of operator interface control solutions for off-road vehicle OEM's. Core products include vehicle electronic control systems, electronic joysticks, multi-function grips, and electronic displays. We have an exciting opportunity for an outgoing, self-motivated individual to join our North America Sales Team in the role of **Key Account Manager**.

The Key Account Managers role is to develop long term, strategic relationships with assigned accounts to achieve significant sales and profit growth to meet or exceed quotas. The key function will be to actively sell operator controls and integrated systems. Identify and develop needs analysis and gain customer commitment to initiate new product development programs to successfully initiate these needs. Provide accounts with technical product application assistance and ongoing commercial support and act as the primary contact to assigned accounts for engineering, purchasing, quality, manufacturing and all other areas and will take on a leading role in working with product development groups and develop VOC feedback for new technology and products development needs.

Successful candidates will possess a 4 yr technical degree, BS in Mechanical or Electrical Engineering is preferred, and a minimum of 5 years of technical product sales experience, an in-depth knowledge of electromechanical technologies and custom product applications, a demonstrated ability to build new business and maintain positive relationships. Candidates will also possess excellent communication, meeting facilitation, presentation skills, detail oriented with the ability to work in a fast paced, dynamic environment.

Qualified candidates may submit their resume with salary requirements to;

DeltaTech Controls
Attn: Human Resources
5288 Valley Industrial Blvd. S.
Shakopee MN 55379
Fax: 952-233-9755
Email: resume.submissions@coactive-tech.com