



Güdel, Inc. is currently looking for the following position at our US location in Ann Arbor, Michigan:

Territory Sales Manager

Güdel Inc. is the US subsidiary of Güdel Group AG, a global manufacturer of robotic automation products, systems, and services. Güdel supplies motion enabling components, linear motion modules, robot track motion units, gantry robots, and related automation solutions to OEM's, systems integrators, and machine builders serving the automotive, aerospace, construction, logistics, heavy industrial, and power generation industries.

Güdel's USA headquarter is located in Ann Arbor, Michigan, providing North American customers with engineering, design, production, installation, and customer service support. Güdel Group AG was founded in 1954. Headquartered in Langenthal, Switzerland, today Güdel operates in 30 locations worldwide.

Summary

The Territory Sales Manager will primarily be responsible for identifying, qualifying, negotiating and closing profitable sales of Company's components, modules and systems offerings within an assigned geographic territory, and to assigned named account outside the territory. Additionally, the Territory Sales Manager is responsible for optimizing customer loyalty by communicating customer feedback and directly providing consulting and corrective actions when applicable. The right candidate will assist in the Company's financial growth by increasing the magnitude and diversity of product and systems sales, and building long-term business relationships with key end users, OEM machine builders, and systems integrators.

General Duties

- Identifies long term and current business opportunities for the full portfolio of products and systems. Engages the Company's installed base and active partners, and directly follows leads and assigned opportunities from Company's marketing programs. Supports the Customer Service department by referring after-market specific opportunities including but not limited to extended warranties, system performance optimization, parts, services, and preventive maintenance packages.
- Tele-prospects contacts in Customer Database, schedules, and meets with established accounts in territory, and other accounts as assigned, to identify automation needs. Qualifies opportunities, both commercially and technically. Identifies competitive solutions, customers' budget, and feedback. Works to resolve objections to purchase, and ensures Company delivers highest value to customers.
- Interfaces with product, systems, engineering, service, parts and training specialists to determine appropriate solutions. Prepares and presents proposals, quotations, and supporting presentations to Company management, and customer decision makers, and closes business.
- Maintains constant dialog and healthy working relationships with customers and Company employees to identify future opportunities and conduct business.
- Maintains accurate sales records, pipeline, forecasts and sales reports. Maintains accurate sales contact information in Company's contact database. Actively participates in Company Sales, Training, and Company Meetings.
- Travels internationally and domestically to customer or trade show sites, to Güdel headquarters and to assigned countries for meetings and/or training as required and approved.
- Understands and follows both Company & customer employee/supplier, compliance, confidentiality, and safety regulations/policies, and identifies and communicate any concerns.



- Adheres to the Quality Systems and participates in continual improvement.
- Performs other duties as assigned.

Key Measurements for this Position – 180 Days and Annually

- Learn Company product line and services.
- Meet with top prioritized customers and prospects in territory, with the goal to meet all current customers within one-year.
- Develop and implement plan to penetrate target list of end customers in the territory.
- Work with the VP Sales & Marketing and the Customer Service manager to identify and engage with non-active end-users with Company equipment installed in their manufacturing operations.

Supervisory Responsibilities

- None. Acts as role model, actively mentors and guides customers and coworkers.

Qualifications

- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.
- The requirements listed below are representative of the knowledge, skill, and/or ability required.
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience

- Bachelor's degree (B.A.) from four-year college or university in Engineering, Technology, or Mechatronics, or equivalent military training, or ten years of related robotic automation sales, installations, or service experience, or equivalent combination of education and experience.
- Preferred: Strong relationship with customer contacts: engineering, purchasing, production and maintenance departments, supplier base, and its integrators.

Professional Attributes

- Highly organized, strategic approach to sales. Proficient in structured, value based sales processes such as Consultative Selling, Sandler or Miller Heiman. Proven ability to develop and execute sales plans with long selling cycles.
- Excellent oral and written communication skills. Excellent presentation skills. Proficiency in MS Office products and sales database products such as Salesforce.
- High energy, self-motivated, and driven for results. Team player with all internal departments. Ability to deliver Voice of the Customer in a positive framework to improve the company's operations and performance.
- Relationship builder, both internally and externally with customers. Ability to recognize and report competitive product offerings and strategies.
- Highest degree of ethics and integrity. Behaves with full transparency and builds trust.



Language Skills

- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, technical manuals, customer RFQ's or governmental regulations.
- Ability to write reports, proposals, business correspondence, and procedure manuals.
- Ability to effectively create and deliver presentations and respond to questions from groups of managers, clients, customers, and the public.
- Strong interpersonal skills.
- Proficiency in German (Switzerland/Germany) or Spanish (Mexico) language not required, but helpful.

Mathematical Skills

- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, circumference, and volume.
- Ability to apply concepts of basic algebra and geometry.
- Ability to create spreadsheets and mathematical formulas.

Reasoning Ability

- Ability to identify and prioritize opportunities relating to the Company product line and related services.
- Ability to lead problem solving in complex situations.
- Ability to define problems, collect data, establish facts, and draw valid conclusions.
- Ability to interpret technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

Certificates, Licenses, Registrations

- U.S. Citizen (Required for government-related facility access)
- Valid Driver's License – Required
- Valid Passport – Required

Physical Demands

- This position requires regular domestic and periodic international travel.
- While performing the duties of this job, the employee is regularly required to talk and hear.
- The employee is occasionally required to stand, walk and sit.
- The employee must regularly lift and/or move up to 20 pounds and occasionally lift and/or move up to 50 pounds.
- Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and the ability to focus.



Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this order. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- The incumbent works in both an office and typical manufacturing environments. Ability to work from home office and maintain productivity and professionalism is also required.
- Willingness to work flexible hours and occasional weekends is required.
- Up to 75% of working year required travel to sites as described above.
- Frequent air and ground travel may provide limited exposure to outdoor temperatures and weather conditions.

Training Matrix

See attachment.

To Apply

Please send your resume, cover letter and salary specifications to careers@us.gudel.com or fax to 734-214-9000.

For more information go to www.gudel.com/us