



Job Description

M/F/D/V ~ TechSolve is an Equal Opportunity and "At-Will" Employer

Position Title: Regional Manufacturing Sales / Business Development
Status: Full-time/Exempt
Reports To: Executive Vice President, Consulting Services

NEEDED: **One Representative for Cincinnati/Dayton Area**
One Representative for Columbus Area

Job Summary:

This position is responsible for generating leads, developing relationships and securing business for TechSolve's Aerospace and Manufacturing consulting practice in the Cincinnati and Dayton areas.

Essential Duties and Responsibilities:

1. Relationship Building
 - Actively network to develop strategic partnerships, relationships, and referral business with organizations and personnel in the Aerospace and Manufacturing industry.
 - Leverage relationships to develop business opportunities for TechSolve that are aligned with TechSolve's growth strategies.
 - Present TechSolve's services, capabilities, and case studies/client success stories through formal speaking engagements.
2. Lead Generation
 - Conduct phone calls and send emails, letters, etc. in support of lead generation, sales, and business development activity.
 - Generate leads and business opportunities leveraging prior relationships, manufacturing connections and referrals.
 - Aggressively pursue leads and business opportunities generated through TechSolve's marketing-related activities (e.g., website, networking events, conferences, seminars, partnerships, referrals, etc.).
3. Customer Sales Meetings
 - Coordinate and conduct sales meetings with Aerospace and Manufacturing decision-makers focused on business opportunities for TechSolve that are aligned with TechSolve's growth strategies.
 - Qualify sales opportunities by understanding customer needs, quantifying potential issues, and determining the customer's budget and decision-making process.
4. Proposal Development
 - Assist and support TechSolve's delivery consultants in conducting site visits and assessments to develop solutions addressing customer needs.
 - Write proposals and other sales-related documents supporting the needs of the Aerospace and Manufacturing practice.
 - Consult with TechSolve's EVP, Consulting Services on Go/No-Go, deal review and pricing strategies.
 - Aggressively close business and secure signed contracts to meet or exceed annual individual sales goals.

5. Relationship Management
 - Cultivate, manage and effectively interface with customer personnel at all organizational levels as required to build long-term relationships.
 - Coach and guide team members before meetings, presentations and proposals.
6. Administrative Responsibilities
 - Requires the ability to develop effective working relationships with all company staff and observe/work within company's existing policies, practices, and procedures. Submit timely internal status reports, sales reports, timecards, expense reports, etc., as required by the organization.
 - Prepare and present sales presentations, business unit status reports, etc., to internal and external customers.
 - Participate in developing long-range strategies and near-term tactical plans with TechSolve's executive, marketing, sales, delivery and administrative staff that are consistent with TechSolve's overall Mission, Vision and Growth Plan for development of TechSolve's Aerospace & Manufacturing practice.

Marginal Duties and Responsibilities:

Perform other job-related duties as assigned.

Requirements and Qualifications

Education/Experience:

- Ten or more years of sales and/or supervisory experience in the manufacturing industry
- Bachelors degree is required (in business, engineering or sales/marketing); Masters degree is preferred
- Formal training in Sandler sales methodology desired
- Knowledge and/or hands-on experience in the following are preferred:
 - Continuous improvement practices (e.g., TPS, Six Sigma, and/or Lean)
 - Quality systems (e.g., ISO9001, AS9100, etc.)
 - Manufacturing growth strategies (e.g., innovation and new product development)
 - Sustainability programs (e.g., energy management and environmental)
- History of meeting and exceeding sales goals for non-commodity products and services
- Proven experience developing short and long-term sales plans
- Ability to understand and estimate revenue and economic impact statistics
- Proficiency in software applications such as Microsoft Office (Outlook, Word, Excel, PowerPoint)

Language Skills:

Individual must be able to communicate effectively with clients and employees at all organizational levels and possess exception written and oral communication skills. This includes the ability to make presentations and serve as an instructor to internal and external audiences.

Reasoning Ability:

Individual must be a team player with the ability to exercise independent, sound judgment and discretion; ability to solve problems, be able to plan; be well organized with the ability to multi-task; work well under pressure; take initiative, and be flexible and cooperative. Experience is required in problem-assessments and problem-solving with clients and providing solutions-based products and services.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and use hands to finger, handle, or feel; with the ability to use a computer keyboard and monitor. The employee is frequently required to talk or hear; including the ability to communicate verbally both in person and on the telephone. The employee is required to walk, stand, bend, and reach with hands and arms. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

Work Environment:

Normal office environment and standard hours with occasional overtime are to be expected. Some overnight travel may be required. Some time may be spent working in manufacturing facilities as dictated by projects. The position requires the ability to travel throughout Ohio, primarily the Cincinnati and Dayton areas, and so also requires the ability to drive/operate an automobile.

This description is not intended to be an exhaustive list of all responsibilities, skills, efforts, or working conditions associated with the position. It is, instead, a description of the **essential elements** of the position that are needed for recruitment, placement, orientation, training, competency and performance assessment, classification, compensation determination, and other Human Resource actions.