

A photograph of two men in business attire. One man, wearing glasses and a blue blazer, is looking at a laptop. The other man is partially visible on the left.

We're hiring

Our company is a leading manufacturer of assembly machines, including axle assembly lines and handling systems torque tool technology and turnkey projects for the automotive and e-mobility industries. We are seeking an

INSIDE AND FIELD SALES MANAGER

Automotive and e-mobility industries

to join our team and drive sales growth in the North American Market. The ideal candidate will have a proven track record in sales, preferably in the automotive or e-mobility industry, and be able to build strong relationships with existing and new key customers.

RESPONSIBILITIES:

- Develop and implement sales strategies to achieve sales targets for the region.
- Identify and pursue new business opportunities and leads within the automotive and e-mobility industries.
- Build and maintain relationships with key customers and decision-makers.
- Provide technical expertise to customers and sales teams on our products and services.
- Work with the internal engineering and project management teams to develop proposals and quotes for turnkey projects.
- Manage and track sales activities and performance using a CRM system.
- Attend trade shows and events to promote our products and services.
- Collaborate with other sales managers and teams to share best practices and drive overall company growth.

QUALIFICATIONS:

- Bachelor's degree in engineering or business administration.
- 3+ years of experience in sales, preferably in the automotive or e-mobility industry.
- Demonstrated success in achieving and exceeding sales targets.
- Strong communication and interpersonal skills.
- Technical aptitude and ability to understand complex systems and machinery.
- Ability to work independently and as part of a team.
- Willingness to travel extensively within the region.
- Valid driver's license and reliable transportation.

COMPENSATION:

- Bonus potential and car allowance.
- Comprehensive benefits package, including medical, profit-sharing, and 401(k).
- Opportunities for career advancement within the company.

OUR COMPANY:

ALFING Corporation was founded in 1992 and has since then established itself as a major supplier in the automotive and other large scale manufacturing industries. ALFING Corporation has sold over 300 manufacturing systems, special purpose machines and machining centers throughout the United States and Mexico. ALFING Corporation is the US subsidiary of the ALFING Special Machine Group that was founded in 1938. Their current product line encompasses transfer lines and dial machines, machining centers, fracture systems, nutrunner technology, assembly machines, and automation.

From our office in Plymouth, MI we provide our North American customers with complete product support, including sales, service, spare parts, project management, simultaneous engineering and system integration. Our goal is to build long lasting relationships with our customers and to provide them with complete and flexible solutions in today's ever changing environment.

With approx. 500 employees, the Group generates an annual turnover of nearly 100 million Euros.

If you are a results-driven sales professional with a passion for the automotive and e-mobility industries, we encourage you to apply for this exciting opportunity to join our dynamic

Contact: ac@alfing-corp.com