

JOB DESCRIPTION

Job Title: Business Development Manager

Classification: Salary Exempt

Reports To: Director of Sales

Department: Sales

Division: TT Electronics Integrated
Manufacturing Services, Inc.

Location: Perry, Ohio

Summary: Business Development Manager is the senior level outside sales position within the sales and marketing team and includes responsibilities for new sales development. The Business Development Manager is responsible for identifying prospective opportunities, developing customer relationships, implementing TT electronics marketing plan, protecting TT electronics profitability and fostering the growth of the sales and marketing team.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Directing focused customer growth based on the requirements of TT electronics VP/GM and Senior Staff.
- Establish sufficient prospective opportunities to meet strategic business plans.
- Detailed knowledge of all prospective and new customer relationships so the TT electronics/customer interactions can be facilitated to maintain business growth and profitability.
- Detailed knowledge of market region including prospective opportunities in all target markets.
- Develop annual sales plan for input into the annual business plan.
- Responsible for ensuring all new customers engage in a supplier contract at the time of engagement. Supplier contract must provide material liability protection, establish acceptable business mechanics and mitigate risk and liability to the corporation. All contracts must be approved by the VP/GM or his designee.
- Focal point for ensuring customer complaints are resolved in a timely and effective manner.
- Maintain an in depth knowledge of the EMS industry to support TT electronics growth and diversification and to ensure that we are benchmark in meeting customer expectations.
- Work directly with the other sales team members and Program Managers to maximize revenue and strategic value to TT electronics.
- Take part in assigned exhibits and other sales initiatives developed by TT electronics.
- Prepare penetration plans for his/her territory and/or assigned markets.
- Responsible for resolving open customer supplier financial issues including past due payments, material and labor variances, and obsolete and excess material.
- Responsible to insure all new business opportunities meet the financial requirements established by the VP/GM and CFO of the business.

I. Education/Experience/Credentials: Bachelor's degree or equivalent work experience in related field, with a thorough knowledge of customer applications. Five plus years direct selling experience in electronic manufacturing or an equivalent field.