

Sales Professional (FT)

Reports to Business Development Manager

Responsibilities:

Sales Relationship Development:

- Establish and build rapport and relationships with existing OEM customers. Identify ways to add value to their operations and processes through insight and service.
- Work with the Program Management and Customer Service team to ensure that customers and prospects receive relative product and service information in a timely fashion.
- Educate customers and prospects about operational opportunities to drive shared success and continued partnerships.
- Facilitate the transition of all daily customer business communications to the assigned Program Manager and Customer Service team member, allowing the Sales Lead to concentrate on further business development and expansion.
- Facilitate resolution of customer issues during day-to-day business interactions with Fusion.
- Engage with every member of the Fusion team to create cross-functional support and deliver the best possible customer experience.
- Commit to memory and practice the guiding mission and values of Fusion in all activities.

Sales Activity:

- Identify and engage new prospective customers, learning about their businesses and opportunities. Commit to the purpose of providing insight and value while uncovering and discussing ways that Fusion can help them be more successful.
- Assess all prospects for suitability and alignment with Fusion's service offering early in the engagement to determine proper level of resource extension.
- Hold proactive, deliberate meetings (in-person, phone, or e-mail), with the intention of helping the customer be more successful.
- Follow up according to the Fusion sales process for continued engagement and progress.
- Continuously Prospect for new opportunities promoting Fusion's capabilities of PCB Assembly, Box Build, Rework/Repair, Test & Conformal Coating.
- Champion the Fusion brand and foster new business relationships at industry functions and tradeshows.
- Consistently meet sales goal targets.

Sales Strategy and Planning:

The Sales Professional will work with the Business Development Manager to:

- Create the sales plan and sales forecast.

- Set strategy related to prospect and lead qualification and outreach.
- Develop and maintain a sales pipeline of sufficient leads to ensure a balance of sales effort between short term and long term prospects.
- Champion the success of the Business Development department and its performance within the Fusion business strategy.

Requirements

- Successful track record of performing to meet goals and forecasts.
- A deep understanding of the EMS product lifecycle and OEM purchasing strategy.
- A successful track record in an EMS- or manufacturing-related sales role (5+ years preferred).
- Experience communicating with and creating consensus among executive-level stakeholders in OEMs.
- Analytical skills and prior experience creating sales plans, forecasts, sales strategies, and sales funnel reporting.
- College degree preferred.
- Must be a US Person.