



Hella Corporate Center USA

JOB DESCRIPTION

- I. **POSITION:** Sales Manager, Japanese and Korean OEM's (NAFTA)
- II. **GRADE:** OE-10
- III. **REPORTS TO:** VP, Automotive Sales, Japanese OEM's (VA-7) Operational / Global
VP, Automotive Sales, Korean OEM's (VA-9) Operational / Global
VP, Automotive Sales, NAFTA (HCCU-S) Regional
- IV. **OVERVIEW:**
Responsible for growing and maintaining profitable sales to Japanese and Korean OEM's. Identify new sales opportunities and pursue them from customer engineering evaluation / research through quotation, award and launch then provide production support as required. Guide / mentor Account Managers with planning to win opportunities and daily activities. Provide detailed customer feedback to company project teams and plants in order to align customer requirements and Hella's capabilities. Commercially manage customer accounts and review contracts to ensure terms and conditions are satisfied and fulfilled by the customer.
- V. **DUTIES AND RESPONSIBILITIES:**
1. Responsible for Japanese and Korean OEM NAFTA accounts.
 2. Responsible for all commercial communication and negotiation with customer (engineering estimates, quotations, cost reduction, exchange rate fluctuation, T&C, etc...)
 3. Monitor and manage "commercial health" of programs (eg.. SEK reimbursement, on-time payment, Gross Margin, Profitability, Contract Review etc...)
 4. Prepare and provide quote approval and expense approval.
 5. Determine sales budgets and spending estimates for fiscal year business plan.
 6. Develop strategic goals and plan / execute strategies and tactical action plans to achieve sales goals.
 7. Create goals and objectives for Account Managers and evaluate as required.
 8. Guide/mentor/assess Account Managers as they pursue goals.
 9. Maintain, manage and develop customer contacts and relationships.
 10. Communicate and coordinate Sales Strategy with VA7, VA9 and NAFTA Sales, Product Line Managers and Plant Managing Directors.
 11. Management of escalation procedure at customer and within the company.
 12. Develop competitor and market price intelligence.
 13. Prepare and present reports (internal and external).
 14. Management and maintenance of related internal reporting tools (i.e. Customer Data Base, Market Database, Customer Strategy Documents).
- VI. **EQUIPMENT AND MATERIAL USED IN PERFORMING THE JOB:**
Standard office equipment
- VII. **EXPERIENCE, EDUCATION AND SKILLS REQUIRED:**
- Three (3) or more years of OE sales experience with Japanese/Korean OEM customers; previous experience as an Account Manager or other management position providing customer service with an emphasis on increasing/maintaining sales
 - Bachelor degree in Engineering or Business Management. Marketing or management degree preferred
 - Additional negotiation training and strategic selling desirable.



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- Understanding of Japanese/Korean OEM development, sourcing and launch process required
- Ability to network and create relevant customer relationships
- Technical /business Japanese and/or Korean language skills preferred, but not required

SUPERVISION OF OTHERS: Account Managers, Administrative Assistant