



East West
design • manufacturing • distribution

Inside Salesperson – OEM Motors, Air & Water Moving

Company Information: East West (EW) is a leading Atlanta-based design services and global contract manufacturing partner for original equipment manufacturers and distributors throughout the United States and Europe. With domestic operations in Georgia and North Carolina and international operations in Vietnam, China and India, the Company utilizes transparent supply chain, on-site quality control and logistics systems to provide its customers with superior products and competitive cost advantages. Founded in 2001, East West's U.S.-based management, combined with its domestic and international capabilities, reduces the risks and complexities of global manufacturing for its customers. EW is seeking dedicated employees who are interested in a unique, fast-paced, and ever challenging environment with high growth opportunities. Please see our website at www.ewmfg.com for additional information.

Position Overview

The ***Inside Salesperson – OEM Motors, Air & Water Moving*** supports the advancement of East West Manufacturing's sales strategy by maintaining and expanding relationships with existing customers and growing new business within a network of industry contacts brought by internal and external sources. The Inside Salesperson assists customers with production planning and ensures their needs and expectations are met by East West Manufacturing.

The Inside Salesperson – OEM Motors, Air & Water Moving reports to the Director of Motor Business Development.

Duties, Functions and Responsibilities

Interact with Suppliers and Customers:

- Manages current Motor, Air & Water Moving customers by establishing professional relationships with key personnel (including C-Level, Director and Manager level) in customer accounts and operating as the lead point of contact.
- Grows business within current customer base. Proactively assesses, clarifies, and validates customer needs on an ongoing basis. Ensures the delivery of solutions according to customer needs and objectives.
- Acquires and manages new OEM Motor, Air & Water Moving customers, including direct follow-up activities resulting from various marketing initiatives.
- On occasion, joins Director of Motor Business Development for sales calls to customers to maintain relationship and seek new business opportunities.
- Assists with high severity requests or issue escalations as needed including Accounts Receivable and credit issues.
- Proactively pursues new business opportunities that meet company's core competencies.
- Attends Project Initiation meetings for new projects won and leads completion of East West internal and customer charters.
- Assists in sending samples to both East West business units as well as customer samples.
- Assists Director of Motor Business Development with maintaining costed BOMs for complex projects and using Easy Projects for managing Purchase Orders to suppliers and East West Business Units.
- Follows up with East West reps and customers on open sales opportunities to help drive business "wins."



Reporting:

- Works closely with Director of Motor Business Development, Project Managers, Engineering and East West Business units to make keep projects open moving toward series production.
- Assists in developing quotations and obtain customer feedback to help close new business.
- Uses and maintain sales tools (CRM – Salesforce.com) and communicates the progress of monthly RFQs to internal stakeholders.
- Follows up with Director of Motor Business Development to capture up to date information on open sales opportunities and update CRM accordingly.

Execution:

- Assists in management of the sales responsibilities during new project or new part launches, communicating all non-technical and non-engineering issues and status to the customer until the project is released for full production and transitioned to a Customer Account Analyst (CAA).
- Coordinates the involvement of company personnel in order to meet the company's sales objectives and customers' expectations. (Coordinates with the applicable CAA, when appropriate, any price changes or issues with EP customers).
- Participates in regular sales meetings and assists in the execution of resulting strategies.
- Tracks sales forecasts by account and updates projections as necessary.
- Uses Power BI software to monitor sales trends at customers.

Knowledge, Skills, and Abilities:

- Must possess required knowledge, skills, abilities and experience and be able to explain and demonstrate, with or without reasonable accommodations, that the essential functions of the job can be performed.
- Strong analytical skills and experience in a manufacturing environment
- Experience interacting with all levels of an organization (including C-level)
- Ability to interact with customers in a technical sales manner
- Knowledge of the sales process and associated methods/techniques with some experience in either tooling, CNC machining, engraving, casting, and/or plastics.
- Project management skills.

Qualifications:

- BA from an accredited institution. Undergraduate degree in an engineering discipline.
- up to 2 years of sales experience in a business-to-business sales environment.
- PC proficiency, with heavy Microsoft Excel experience

Environmental Job Requirements and Working Conditions:

- This position requires occasional travel.