

United States Jobs Expertini®

Sales Associate / Acquisition Management (XC Division) - XC

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Company: Bosch Group Inc

Location: Minneapolis

Category: other-general

****Sales Associate / Acquisition Management (XC Division) - XC**** * 15000 Haggerty Rd, Plymouth, MI 48170, USA * Full-time * Legal Entity: Robert Bosch LLC ****Company Description****

The XC division develops state of the art solutions as well as advanced features leading to the future of cockpit electronics and Assisted and Automated Driving. Our dynamic team focuses on innovating and developing user-centric solutions for in-vehicle infotainment, digital instrument clusters, telematics units, vehicle-to-everything (V2X) modules, multi-modal human machine interface (HMI) solutions, Drivers Assistance features and systems enabling Autonomous Driving. The Bosch Group is a leading global supplier of technology and services, with the strategic objective is to create solutions for a connected life, and to improve quality of life worldwide with products and services that are innovative and spark enthusiasm. In short, Bosch creates technology that is Invented for life. Apply now to become part of the exciting and growing field of mobility solutions. ****Job Description****

****Sales Associate:**** * Act as single point customer contact for assigned accounts * Coordination of commercial topics with customer interfaces * Act as single point regional contact for the commercial customer interface * Support price change topics - design change or contractual * Alignment of target costs and creation of pricing strategies during XC project acquisitions * Ensure alignment of sales strategies with customer account managers * Preparation of customer disclosure meetings with engineering, purchasing and project management * Support Sales Price Analysis (SPA) activities with local customers and SPA team * Execute on SPA standards for customer activities (aligned globally as needed) ****Acquisition Manager:**** * Collaborate with customer teams to create and

implement business development/acquisition strategies * Support customer relationship from pre-selling through project acquisitions. * Prepare offers, support customer teams price and contract negotiations. * Formulate sales strategy in alignment with sales plan using knowledge of the market and competitors. Identify and develop the company's unique selling propositions and differentiators. * Manage and maintain accurate records of pricing, price disclosures, sales planning and contracts to meet or exceed targets. * Act in self-directing, self-disciplined ways to secure XC growth General business forecasting activities and acquisition support

****Qualifications****

- * BS or BA in engineering, marketing, or business or relevant experience
- * 4+ years of progressively increasing responsibilities of related account management or business development work, price disclosure/negotiations experience in the automotive industry
- * 2+ years of experience with software/hardware based technical sales

Preferred:

- * Strong negotiation skills required
- * Must have the ability to develop a winning strategy that solves customer objectives
- * Must have proven track record of meeting or exceeding KPIs
- * Must have the ability to think in concepts and in innovative ways/strategic and creative
- * Excellent written and spoken English skills required.
- * Excellent presentation skills - deliver data in a professional organized way
- * Proficient in Microsoft Office suite application.
- * Ability to support technical team with reviewing technical requirements and drawings
- * Accountable and willing to be hands on in the solution development process.
- * Must be highly organized and able to effectively handle numerous projects, initiatives and issues within established due dates.
- * Willingness to learn and develop new technical competencies required for the position
- * Able to break complex projects down into actionable elements

****Additional Information****

- **By choice, we are committed to a diverse workforce - EOE/Protected Veteran/Disabled.**
- *BOSCH is a proud supporter of STEM (Science, Technology, Engineering & Mathematics) Initiatives*
- *FIRST Robotics (For Inspiration and Recognition of Science and Technology)*
- *AWIM (A World In Motion)*

Indefinite U.S. work authorized individuals only. Future sponsorship for work authorization unavailable.

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