

United States Jobs Expertini®

Sales Manager

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Company: Delta Electronics Americas

Location: Fremont

Category: other-general

Delta, founded in 1971, is a global provider of power and thermal management solutions. Its mission statement, To provide innovative, clean and energy-efficient solutions for a better tomorrow, focuses on addressing key environmental issues such as global climate change. As an energy-saving solutions provider with core competencies in power electronics and automation, Delta's business categories include Power Electronics, Automation, and Infrastructure. Delta has 171 sales offices, 74 R&D centers and 45 manufacturing facilities worldwide. Delta is a frequent recipient of international awards and related recognition for innovation, design, and continuous dedication to ESG. Since 2011, Delta has been listed on the DJSI World Index of Dow Jones Sustainability™ Indices for 11 consecutive years. In 2020, Delta was also recognized by CDP with two "A" leadership level ratings for its substantial contribution to climate change and water security issues and named Supplier Engagement Leader for its continuous development of a sustainable value chain.

Position Purpose:

For this Sales Manager role, you will be responsible for expanding and managing sales goals through existing channels & direct customers, reaching sales revenue target, and for developing new business opportunities within the assigned region/accounts.

Key Competencies/Behaviors/Strengths

- Manage key accounts and provide power solutions to meet customer' specifications and applications.

- Coordinate with customers' and Delta's engineering teams.
- Brief knowledge of power semiconductors, AC-DC and DC-DC power supplies.
- Promote Delta power products and increase revenue to meet annual sales budget.
- Provide pre- and post-sales support to the key customers including RFP/RFQ, sampling, proto build, FCST, MP and quality matters.
- Support market analysis on new products, new markets and developments in the industry.
- Support company product promotion at exhibitions.

Job qualifications include:

- Bachelor's degree in business or engineering with minimum 5 years' experience in Semiconductors, Computing or Consumer Electronics Industry. EE preferred. MBA is a plus.
- Communication Skills: Ability to understand customers' requirements and probe for answers, then prepare a solution and propose to the customers.
- Effective presentation skills.
- Knowledge of using CRM and Microsoft Office: PowerPoint, Excel, and Word.
- Available to travel out of state and country.
- Ability to manage multiple projects and activities meeting deadlines.
- Results-oriented with a strong sense of initiative in tackling tasks.
- Strong commitment to teamwork and the success of others.
- Professional Selling Skills - Both large account management and new account development
- Develop and Maintain Customer relationships.
- Highly motivated self-starter with exceptional communication and negotiation skills.
- Organizational and time management skills.
- Ability to adapt to Delta's unique and dynamic culture.
- Mandarin speaking ability preferred.

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