

ONE GREAT INVENTION. MANY GREAT SOLUTIONS.

WITOL® German-engineered and worldwide established.

As the inventor of the Automatic Tolerance Compensation System, WITOL®, a brand for premium fasteners, develops and produces innovative fastening solutions for our automotive customers. With our innovative tolerance compensation systems we have been able to double our sales in the last 5 years. New ideas and applications, like this, as well as our international activities in Europe, North America and Asia are leading to the expansion of our global market leadership.

To assist us with the expansion we are looking for a highly motivated **Technical Business Development Manager** to develop and manage the roadmap for WITOL's product portfolio in our North America. You can expect a broad range of challenging tasks with the support of a talented team.

WITOL® is an independent division of WITTE Automotive, an international family owned company with approximately 5,000 employees and annual sales of approx. 750 million USD.

WITTE Automotive is part of the VAST Alliance, a highly qualified, single source global supplier of security/access control products for the motor vehicle industry.

WITOL is building a new team in the Detroit area to focus on the NAFTA Automotive market. We are looking for an experienced, motivated **Technical Business Development Manager** who will drive the growth of our market share. This individual will bring his/her knowledge and experience in the automotive industry to identify new customers and grow existing accounts. The ideal candidate will possess professional expertise and existing relationships with relevant players in the automotive supply chain.

Position Summary

The Technical Business Development Manager will report to the Head of Sales Global in Europe and maintain close communication with the parent company team in Germany. He/she will develop and manage the roadmap for WITOL's product portfolio in North America often working autonomously to continuously search for new opportunities within the market segment while working closely with WITOL's sales team in Europe and Asia. The position will have a broad scope starting from product definition to selling and cultivating third party relationships.

Primary Responsibilities:

- Manage and lead sales initiatives and technical support of German-engineered products in NAFTA's automotive market
- Be responsible for the technical customer relationship management
- Develop and execute value-based selling strategy to drive sales growth and achieve required commercial margins

- Support of global customers and development of new customers, including analysis of OEMs or tiers technical requirements on product developments
- Continuously analyze and monitor market conditions and competitors to develop and modify strategies and tactics

Education and Experience:

- Minimum of 5+ years of sales or business development experience in the automotive industry
- Bachelors of Science degree in mechanical engineering, automotive engineering, economics or related field or equivalent work experience
- Strong ability to understand the real customer pain points and articulate clear solutions for these customers
- Must be able to demonstrate a significant number of contacts and in-depth knowledge of the automotive market
- Strong track record of successful negotiations with the purchasing and engineering departments of automotive companies and strength in acquisition
- Experience building strong relationships with key stakeholders and product development teams across the globe
- Must have an internal drive to exceed sales goals, influence customer behaviors, develop new sales strategies, and share best practices and ideas
- Expertise in the fastener industry is preferred
- Excellent team orientation and social skills
- Experience with and knowledge of CAD software is a plus
- Must possess strong verbal and written communication and presentation skills - additional language and cultural expertise would be a plus
- Eager to travel - within North America and to Europe