



Güdel, Inc. is currently looking for the following position at our US location in Ann Arbor, Michigan:

## Account Manager - Components

Güdel Inc. is the US subsidiary of Güdel Group AG, a global manufacturer of robotic automation products, systems, and services. Güdel supplies motion enabling components, linear motion modules, robot track motion units, gantry robots, and related automation solutions to OEM's, systems integrators, and machine builders serving the automotive, aerospace, construction, logistics, heavy industrial, and power generation industries.

Güdel's USA headquarter is located in Ann Arbor, Michigan, providing North American customers with engineering, design, production, installation, and customer service support. Güdel Group AG was founded in 1954. Headquartered in Langenthal, Switzerland, today Güdel operates in 30 locations worldwide.

### Summary

The Account Manager – Components will primarily be responsible for identifying, qualifying, negotiating and closing profitable sales of Company's core components throughout the United States. Additionally, the Account Manager – Components is responsible for optimizing customer loyalty by communicating customer feedback and directly providing consulting and corrective actions when applicable. The right candidate will assist in the Company's financial growth by increasing the magnitude and diversity of component sales, and building long-term business relationships with key OEM machine builders and systems integrators.

### General Duties

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Identifies long term and current business opportunities for the full portfolio of components. Engages the Company's installed base and active partners, and directly follows leads and assigned opportunities from Company's marketing programs.
- Tele-prospects contacts in Customer Database, schedules, and meets with established accounts to identify automation needs. Qualifies opportunities, both commercially and technically. Identifies competitive solutions, customers' budget, and feedback. Works to resolve objections to purchase, and ensures Company delivers highest value to customers.
- Interfaces with product, systems, engineering, service, parts and training specialists to determine appropriate solutions. Prepares and presents proposals, quotations, and supporting presentations to Company management, and customer decision makers, and closes business.
- Maintains constant dialog and healthy working relationships with customers and Company employees to identify future opportunities and conduct business.
- Maintains accurate sales records, pipeline, forecasts and sales reports. Maintains accurate sales contact information in Company's contact database. Actively participates in Company Sales, Training, and Company Meetings.
- Travels internationally and domestically to customer or trade show sites, to Güdel headquarters and to assigned countries for meetings and/or training as required and approved.



- Understands and follows both Company & customer employee/supplier, compliance, confidentiality, and safety regulations/policies, and identifies and communicates any concerns.
- Adheres to the Quality Systems and participates in continual improvement.
- Performs other duties as assigned.

#### **Education and/or Experience**

- Bachelor's degree (B.A.) from four-year college or university in Engineering, Technology, or Mechatronics, or equivalent military training, or five years of related robotic automation sales, installations, or service experience, or equivalent combination of education and experience.
- Preferred: Strong relationship with customer contacts: engineering, purchasing, production and maintenance departments, supplier base, and its machine builders and integrators.

#### **Professional Attributes**

- Highly organized, strategic approach to sales. Proficient in structured, value based sales processes such as Consultative Selling, Sandler or Miller Heiman. Proven ability to develop and execute sales plans with long selling cycles.
- Excellent oral and written communication skills. Excellent presentation skills. Proficiency in MS Office products and sales database products such as Salesforce.
- High energy, self-motivated, and driven for results. Team player with all internal departments.
- Ability to deliver Voice of the Customer in a positive framework to improve the company's operations and performance.
- Relationship builder, both internally and externally with customers. Ability to recognize and report competitive product offerings and strategies.
- Highest degree of ethics and integrity. Behaves with full transparency and builds trust.

#### **Certificates, Licenses, Registrations**

- U.S. Citizen (Required for government-related facility access)
- Valid Driver's License – Required
- Valid Passport – Required

#### **Physical Demands**

- This position requires regular domestic and periodic international travel.
- While performing the duties of this job, the employee is regularly required to talk, hear, and use a keyboard.
- The employee is occasionally required to stand, walk and sit.
- The employee must regularly lift and/or move up to 20 pounds and occasionally lift and/or move up to 50 pounds.
- Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and the ability to focus.



### Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this position.

- The incumbent works in both an office and typical manufacturing environments. Ability to work from home office and maintain productivity and professionalism is also required.
- Willingness to work flexible hours and occasional weekends is required.
- Up to 50% of working year required travel to sites as described above.
- Frequent air and ground travel may provide limited exposure to outdoor temperatures and weather conditions.

### To Apply

Please send your resume, cover letter and salary specifications to [careers@us.gudel.com](mailto:careers@us.gudel.com) or fax to 734-214-9000.

For more information go to [www.gudel.com/us](http://www.gudel.com/us)