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something
GREAT
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NAS Business Development Manager Mexico City Sales Office

Precision. Engineered. Through our people, products and service.

IMI Precision Engineering is a world leader in motion and fluid control technologies. Wherever precision, speed and engineering reliability are essential; we deliver exceptional solutions which improve the productivity and efficiency of our customers' equipment.

As a business, we aim to UNDERSTAND our customers' challenges. We then CONNECT our products, people and expertise in order to DELIVER exceptional service and solutions. These IMPROVE the performance of our customers' machinery. We call this Engineering GREAT, and we deliver it to customers through a world-class portfolio of high performance products, through close partnerships and problem-solving, and through a global network of support which ensures reliable local delivery, all over the world.

Engineering GREAT is our vision – help us get there.

Find out more

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Job purpose

The Business Development Manager will direct their sales efforts toward new customers (or high growth potential customers). Their focus will be automotive automation solutions for new program launches and identify business opportunities for new/existing products and engineering services in order to significantly grow the NAS market share in Mexico.

Lead a team of sales people in the sector, creating a respectful and collaborative environment within the team and with other areas in the company, and working closely to its peers in US and other countries.

Manage sales forecasts and ensure accuracy of account/sector projected sales - while achieving sales targets.

Establish and maintain a strength relationship with all customers in different levels of their organization, especially with the DMUs, in order to get information in advance about their investment plans and future programs that will be launched.

Location

Mexico City, Mexico

What we're looking for

- Four-year degree in Business or Engineering, and 5 plus years sales experience in capital equipment, manufacturing and/or automation, or relevant NAS experience.
- Sales Pipeline Management Experience with targeted Business sales.
- Excellent verbal and written communication skills in English and Spanish.
- Basic or Intermediate knowledge on Project Management.
- Self-motivated, proactive individual, capable of working as a member of a team, leading teams and operating independently.
- Ability to work in a fast paced, growth oriented and time critical environment.
- Possess a strong ethical foundation.
- Advanced knowledge in MS Office Suite.
- Experience with MRP Systems.