

Job ID: RK112310B
Job Title: Sales Development Manager
Degree Requirements: Bachelor's Degree in Mechanical or Electrical Engineering
Years of Experience: 5 - 7
Type of Position: Direct Hire
Location: Iowa
Salary Range: \$80K - \$93K D. O. E. (not eligible for bonus)
Travel Required: 40% plus

IMMEDIATE NEED in Iowa for a Sales Development Manager who has 5 – 7 years in mechanical - hydraulic - electronics design or technical support and a bachelor's degree in Mechanical or Electrical Engineering. Candidates without a college degree but who have more years experience will be considered. This company offers an exceptional benefits package as well as relocation assistance for this position.

The **MUST HAVE** items for this position are:

- Bachelor's degree in Mechanical or Electrical Engineering
- 5 – 7 years work experience in mechanical - hydraulic - electronics design or technical support
- Good knowledge of key IT tools including SAP

PLUSSES in this position are:

- Experience working in international teams
- Possessing a sales mentality with high customer focus
- Prior experience working with external and internal customers
- Ability to find compromises between multiple & at times conflicting interests

The **RESPONSIBILITIES** of this position include but are not limited to:

- Sales Planning
- Account Planning
- Pre-sales Service & Support
- Product Pricing & Sales Contracts

KEY WORDS: Industrial Sales, Mechanical Engineer, Electrical Engineer, Sales Development, Business Development, sales, marketing, pre-sales, pre sales, technical sales, sales support, Bosch Rexroth, Eaton, Parker Hannifin, Haldex, HUSCO International, KSB, The Linde Group, Sauer Danfoss, Shimadzu, Sun Hydraulics, TB Wood's, Twin Disc, Carrier, Ingersoll-Rand, Johnson Controls, Emerson Electric, Goodman Global, Honeywell, Lennox, SAP, controls, control valves, mobile electronics, hydrostatic transmissions, open circuit piston pumps, high torque motors, low speed motors, pumps, steering, agriculture, turf care, construction, road building, material handling, gear pumps, steering motors

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email provide us a short narrative detailing your experience and expertise as it applies to this position.

Also include why you are seeking a New Opportunity and why you are interested in this position.

Include your present verifiable compensation including Base, Bonus, Commission,