



Senior Sales Manager, Americas

Want to be a part of the leading edge of technology, collaborating with and supporting a team of innovative individuals making a positive impact on the world's energy management market? Are you a results-oriented individual? Passionate about building relationships and closing sales?

Come join our progressive team!

Our Company

KG Technologies, Inc. is a leader in Electronic Switching, Measurement and Protection solutions for the Energy Management Market. With a presence in all corners of the globe, we have become the reference solution provider in the Electrical Metering Market, and are extending our outreach to the New Energy Management segments such as EV, EV Charging, Energy Storage, Renewables, etc. In 2015, Hongfa Group, the leading relay manufacturer in China, acquired KG Technologies. With a capacity of over 150 million latching relays, the combined companies have become the largest producer of latching relays in the world.

The Role

The Senior Sales Manager for all KG Technologies/Hongfa product lines. This is a sales leadership position that will allow the appropriate person to make a real impact on the business by helping to develop and execute sales and business plans. This position will involve significant amounts of business analysis on new bids and project proposals in support of senior management.

The individual will be a high-energy problem solver who can take on a wide range of responsibilities and can apply a broad array of skills as the situation evolves. Previous experience in a hybrid hunter/farmer sales role with an extremely competitive nature and a strong sense of urgency. A "quick study", the individual will be able to rapidly read the situation, develop a plan forward, and will be able to enlist the organization in implementing the plan. The individual must be able to manage changing priorities and work in a multi-tasking role. This is an extremely strong team environment with each individual expected to be a significant contributor to growing KG's overall business.

Key Requirements

- Minimum level of education – 4-year college degree (BS or BA)
- Minimum of 7-10 years of new business sales and account management
- Previous professional sales experience, working directly, and industry contacts in the OEM Automotive Industry, or a Top Tier Automotive Supplier, EV Charging and Energy Management/Storage markets
- Excellent planning/organization skills

- Highly polished verbal and written communication
- Strong interpersonal skills
- Ability to negotiate/close business
- Resides/lives close to a major U.S. airport

Key Responsibilities

- Responsible for the identification of new business opportunities; new customer relationships and current account management for selected accounts.
- Develop and implement winning strategies for assigned markets and accounts to identify, qualify and close opportunities increasing KG revenue.
- Utilizing research and interface skills to create and drive the pursuits from initial contact through completion in a sales/program management mode.
- Proposal development and management for selected customers.
- Consistent sales forecasting and analysis on all accounts in the assigned territory.
- Close new business.
- Maintain existing business and grow new opportunities/projects within those existing business accounts.
- Supervise and organize new and existing customer projects to ensure that project goals align with company objectives.