

Job Title:

North American XiL Sales Lead

Reports to:

Director of North America

Primary Location:

Detroit, Michigan

Job Status:

Full-time

Company Overview:

VI-grade is the leading provider of best-in-class software products and services for advanced applications in the field of system level simulation. Together with a network of selected partners, VI-grade also provides revolutionary turn-key solutions for static and dynamic driving simulation. Established in 2005, VI-grade delivers innovative solutions to streamline the development process from concept to sign-off in the transportation industry, mainly automotive, aerospace, motorcycle, motorsports and railways. With office locations in the USA, Germany, Switzerland, Italy, UK, Japan, and China and a worldwide channel network of more than 20 trusted partners, VI-grade is a dynamic and growing company with a highly skilled technical team.

Since September 2018 VI-grade is part of <http://www.spectris.com>. Spectris is a FTSE 250 listed global conglomerate with 2017 sales over \$2B and 9,800 employees. The firm conducts business in four major segments: materials analysis, test & measurement, in-line instrumentation and industrial controls and serves a broad range of industries ranging from pharma, and electronics, to automotive, energy, mining, and aerospace.

Job Overview:

Lead Automotive XiL Sales in North America including Demand Creation, Sales and Coordination of Solution Delivery in areas of Electronics, Electro-mechanical devices, ADAS and HMI.

Responsibilities and Duties:

- Maximize sales revenues and meet corporate objectives selling to both existing customers and work to manage, retain and grow revenue at existing customers.
- Accurately forecast annual, quarterly, and monthly revenue streams including progress reports
- Develop business development plans to achieve revenue targets growth in all company's products and consultancy services.
- Coordinate appropriate and efficient use company resources required to support existing customers and ongoing business development activities.
- Pro-active in the development of competitive strategies and targeted sales campaigns.
- Keep abreast of best practices and promotional trends

Qualifications:

- Highly motivated and target driven with a proven track record in sales
- Degree level education
- Minimum 10 to 15 years' experience in Automotive Sales
- Experience in selling Simulation Tools, CAE Software, Driving Simulators, Hardware-in-the-Loop

- Experience with vehicle development process including Vehicle Dynamics or ADAS
- Excellent selling, communication and negotiation skills
- Ability to create and deliver presentations tailored to the audience needs
- Prioritization, time management and organizational skills
- A positive, confident and determined approach
- Must be able to travel within North America.

To Apply:

Please send your CV directly to careers@vi-grade.com