

**Job Title:**

NA Sales Manager

**Location:**

Canton MI

VI-grade is part of HBK's Virtual Test Division, which provides real-time software, simulator, and hardware-in-the-loop solutions to virtually test products throughout the development cycle, helping companies accelerate innovation, reduce physical prototypes and time-to-market, and improve their competitive advantage.

Our real-time simulation and professional driving simulator solutions include static deskside solutions, through to full-scale driver-in-the-loop dynamic simulators. We deliver turnkey solutions to enable transportation industry OEMs, suppliers, research centers, motorsport teams and universities to accelerate product development. This includes supplying proprietary software, hardware, services, and an open framework for customization.

Virtual Test employs 250 highly skilled colleagues worldwide, and has offices in Germany, Italy, France, UK, China, Japan, and the USA, as well as a broad network of worldwide channel partners.

**Position Overview:**

The person will be responsible for aggressively driving, enterprise-level, business with clients in North America, especially in the automotive industry. The Country Manager will have P&L responsibility for business activities in North America. This includes sales, pre-sales, post-sales and delivery for customers in North America.

**Core Function:**

- Driving sales, service and delivery activities in North America
- Recruiting and managing a high-quality sales and technical team for enterprise level sales and support
- Exceeding sales & financial goals on a consistent basis
- P&L responsible for the North American operation

**Responsibilities:**

- Manage sales & service staff and play a direct role in closing business
- Drafting of the annual and quarterly business plan, including P&L plans
- Providing a high-level of leadership to technical management in order to guide priorities in North America
- Concise, clear and honest communication to executive staff on all aspects of the operations
- Concise communication to product planning on priorities for future products
- Ability to efficient engage executive and HQ staff to drive sales and technical activities

**Qualifications:**

- Bachelor's degree: a degree in a technical field is a plus
- A proven track record of enterprise level sales, including record of growing sales at high growth rates
- 5+ years managing sales and technical staff
- 10+ years selling to automotive clients in the United States.
- Previous experiences in both software and hardware sales are preferred
- Exceptional leadership of technical and sales staff
- Exceptional written and verbal communication skills
- Ability to present to large audiences on the VI-grade vision
- High level of competency with common sales and business management tools (Office products, Salesforce and common business plans tools), including high competency with Excel
- Proven track record on educating clients on transformational technologies that require high levels of investment
- Ability to work at the executive level at customer to solidify financial plans that achieve exceptional growth rates for VI-grade
- Ability to think and plan strategically to grow sales at high growth rates
- Ability to distill high-level customer requirements into tangible plans for product planning
- Ability to work under high press with tight deadlines
- High-level of ethics and honesty in all external and internal interactions
- Ability to manage and communicate with staff with diverse backgrounds
- Ability to assist key staff in career planning
- Ability to travel extensively, both domestically and internationally (about 35% domestically, 5% internationally)

**To Apply:**

Go to [https://spectris.wd3.myworkdayjobs.com/HBK\\_Careers/job/Canton-MI/US-Sales-Manager\\_15452](https://spectris.wd3.myworkdayjobs.com/HBK_Careers/job/Canton-MI/US-Sales-Manager_15452)