

# EPC Account Manager / Business Development

VEGA Measurement Mexico City

VEGA distributes and services process instrumentation to measure level, density, weight, and pressure. Our products have been making industrial processes safer and more efficient for over 60 years.

The ideal candidate will have a solid experience and network with EPC's the same as a result be able to prospect clients and close deals. They should be well organized and be able to manage daily commercial operations. In order to generate revenue, this candidate should be able to uncover new client needs and find a way to add value to their business.

## Responsibilities

- Business development and demand generation form EPC's.
- Develop and maintain long term relationship with EPC's at all levels.
- Manage operation of accounts through responding to customers, forecasting, arranging services and ordering new product.
- Develop and implement strategic sales plans to accommodate corporate goals within established territory.
- Develop annual forecast for assigned territory and execute sales plan to effectively meet or exceed goals for market share growth, topline revenue, and new customers.
- Generate new leads and tackle existing leads to contribute to business growth.
- Represent VEGA at trade shows and relevant conferences.
- Provide front-line technical support to customers.
- Maintain customer relationship management software by updating contact information, completing visit reports, and entering quotes.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing personal networks.

## Qualifications

- Engineering degree in Electronics, Control, Mecatronics, Chemical
- 5 years of experience working with EPCA's
- 5 years of experience selling automation/electrification projects
- Must reside in Mexico City
- Fluent in written and spoken English.
- Proficient in Microsoft Office.
- Strong organizational, communication and analytical skills.
- Strong understanding of full sales process.
- Experience utilizing customer relationship management software.
- Driver's license.

### **Preferred Qualifications**

- American VISA and ability to travel.

### **What makes VEGA a great place to work?**

As an employee, you'll find VEGA commits itself to the highest quality standards and respect for the individual needs of employees, customers, vendors, and shareholders. VEGA provides a full benefits package including:

- A competitive salary.
- Paid time off.
- Private medical insurance.
- Competitive retirement package.
- Retirement Plan
- Eligible to participate in fleet car program.

**Please submit a resume or CV in English to be considered for this position.**