

Amphenol

Job Title: Sales & Business Development Manager
Group: Amphenol Mobile Consumer Products (MCP)
Division: Amphenol T&M Antennas, Inc.
Location: West Coast USA (SF Bay Area)
Department: Sales
Reports to: Director of Sales & New Business Development

The Company

Amphenol Mobile Consumer Products (MCP) provides a broad range of components in multiple markets, with presence on more than 50% of the world's mobile devices produced each year. Amphenol MCP designs and manufactures antennas, interconnect products, and other components found in mobile phones and other mobile devices; as well as antennas for automotive and other markets. Our capability for high-volume production of these technically demanding, miniaturized products, combined with our speed of new product introduction, is a critical factor for our success in these markets.

Job Description:

Summary

The position of Sales & Business Development Manager is responsible for the Development of New Markets, Customers, and Sales for Antenna Products from Shanghai Amphenol Airwave and Amphenol Taiwan Company; Connectors and Cables from Amphenol Mobile Connector Solutions, Moving Mechanism, Micro Coax and Lens Cover Products from Amphenol Hangzhou Phoenix; and Ceramic Injection Molding and Metal Injection Molding from Amphenol MCP Korea. The Sales & Business Development Manager is responsible for Business Unit & Corporate objectives in business growth, revenue and income. They must maintain excellent rapport and communications with each Business Unit GM, the Business Unit Support Staff and all other Amphenol Worldwide Operations.

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Essential Responsibilities

- Responsible for business development and sales related activities.
- Search for potential new business and develop new customer base.
- Help to grow existing accounts.
- Manage the sales cycle, including lead-to-sale process.
- Responsible for responding to customer inquiries, preparing quotations, following through to receive orders, and assisting in timely collection of payments.
- Understand customer requirements and work with related departments to provide a solution.
- Responsible for meeting project milestones on schedule.
- Provide account updates, forecasts, and business plans.
- Coordinate, track, and deliver engineering samples to customers.
- Interface with customers to develop ongoing business relationships and secure new project opportunities.
- Communicate with local and international staff on project requirements.
- Travel: Weekly visits to local customers. International travel to Asia will be ~15% annually.

Qualifications

- Minimum of Bachelor's degree, preferably in Mechanical Engineering.
- Minimum 5+ years of direct work experience in business development capacity.
- Eligible to work in the US without sponsorship.
- Experience working both independently and in a team-oriented, collaborative environment.
- Ability to multi-task and manage time.
- Fluent in both written and verbal English.
- Ability to manage deadlines and thrive in a fast-paced environment.
- Proficient in Microsoft Office