

17 November 2023

Position: PST Sensor Division Business Development Manager (Americas)

Departments: Sales

Location: Olmsted Falls OH, United States

Job Description:

The PST Business Development Manager (BDM) position will play a crucial role in PST's growth and expansion initiatives. The primary responsibility of this individual is to identify and create opportunities for the company to generate revenue and increase profitability in the Americas. This position will focus on the PST sensor technology portfolio, identify and maximize new market opportunities, establish and strengthen customer intimacy, and build successful relationships within the PST sales network.

Activities

- Develop, execute, and oversee a business strategy that prioritizes growth through increase in customer count and new market penetration
- Identify and develop relationships with target customers in alignment with strategic sales goals
- Participate in sales activities such as client visits and calls, client presentations, attendance at trade shows, conferences, and attendance at client sites • Maintain positive professional relationships with clients
- Manage relationships with PST teams and ensure effective service levels
- Manage and drive portfolio profitability and growth
- Identify and create coordinated business development opportunities
- Attain business development targets, goals, and performance levels
- Identify and drive opportunities to improve and expand product and service offerings
- Keep abreast of market conditions and trends
- Conduct high-level industry research to develop effective sales solutions
- Participate in collaborative business meetings to update key stakeholders

Key Skills

- Proven record of sales growth
- Experience in customer service, marketing, or a sales-related field
- Strong knowledge of business and sales growth techniques
- Exceptional project management skills
- Clear verbal and written communication skills

Preferred Skills

- Experience with sensor technologies; including but not limited to electrochemical, nondispersive infrared, and zirconia oxide technologies
- Experience with gas detection instruments, analyzers, and systems
- Demonstrate strategies to maximize sales opportunities through the use of product and application knowledge
- Experience with CRM software

Reporting

- PST Sensor Division Vice-President

Travel

- 30%-50%

If you are interested in the above position, please send your C.V. in the first instance to kevin.mckeigue@processsensing.com