

Sales Director - Mechatronics

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Company: Thornley Corporate Solutions Ltd

Location: Windsor

Category: sales-and-related

Global Director of Sales, Marketing & Business Development – Electrification Pioneer in Mechatronics & Safety Solutions
Location : Detroit Area

Salary : Around \$160,000 annually

On behalf of a leading force in mechatronics and safety solutions for the automotive sector, we're on the hunt for a visionary Global Director of Sales, Marketing, and Business Development. This role represents a stellar opportunity to steer the global sales direction of a company at the forefront of automotive electrification and safety innovations. If you are a strategist with a passion for pushing the boundaries of technology and safety in the automotive industry, we invite you to join our client's journey towards a safer, more sustainable future.

Your Mission:

Unify and lead global sales teams across major automotive markets, including North America, China, and future expansions into the European market.

Champion the global Request for Quotation (RFQ) review process, aligning with the company's strategic goals and technological capabilities.

Architect and execute customer strategies to broaden our footprint within existing partnerships and forge paths into new territories.

Establish and nurture high-level relationships with senior OEM purchasing teams, particularly within GM, Ford, and Stellantis, ensuring strategic alliances and partnerships.

Mastermind commercial negotiations, leveraging a refined skill set to secure advantageous deals that promise profitability and growth.

We Seek:

An accomplished professional with no less than 10 years of automotive industry sales experience, demonstrating a trajectory of success and leadership.

A proven leader, with over 5 years in people management, capable of inspiring teams to exceed business objectives.

Direct OEM sales expertise and a formidable network within OEM senior purchasing circles.

Strategic acumen in customer strategy development, adept at market share analysis and targeting strategies.

A preference for candidates with a holistic understanding of product MCA concepts and experience in a global sales role within a multinational corporation.

Location Specifics: This pivotal role is based in the bustling automotive hub of the Detroit area, providing direct access to some of the industry's biggest names and markets.

Make Your Mark: Step into a role where your efforts have a direct impact on the future of automotive safety and electrification. Partner with us to drive innovation, safety, and performance to new heights. This is more than a job; it's a chance to shape the future. #J-

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