



Key Account Manager

COMPANY DESCRIPTION:

Perceptron, Inc. is an established technology company with a long history of innovation. Our global infrastructure, technological breadth, brand recognition within the industry, and—most of all—our people, set us apart from the competition.

Perceptron develops, produces, and sells non-contact measurement and inspection solutions for industrial and commercial applications. Automotive and manufacturing companies throughout the world rely on Perceptron's metrology solutions to help them manage their complex manufacturing processes to improve quality, shorten product launch times, reduce overall manufacturing costs, and ultimately improve productivity. Additional information is available at www.perceptron.com.

Perceptron was recently acquired by Atlas Copco and a part of Atlas Copco's newly created division Machine Vision Solutions within the Industrial Technique business area.

Atlas Copco, a company established in 1873, based in Stockholm, Sweden has customers in more than 180 countries and 39,000 employees. Through Perceptron's position in automated metrology and robot guidance solutions, together with the recent acquisition of ISRA VISION, Atlas Copco is creating a strong offering in machine vision solutions. The customers will receive an increased support in their transition towards smart manufacturing and flexible automation.

WHAT CAN YOU EXPECT FROM US?

- An inviting, family-like atmosphere
- Ample opportunities for professional development
- New challenges and opportunities to learn every day
- A culture known for respectful interaction, ethical behavior and integrity
- A rewarding, forward-thinking company culture with excellent company benefits
- Comprehensive benefits package including competitive compensation, medical, dental, vision, life insurance, ST/LT Disability Insurance, and a 401k with Company Match.

Passionate people create exceptional things. At Atlas Copco we believe in challenging the status quo, always looking for a better way. Our leading-edge technology enables us to innovate for the future. We believe that people make it happen and with us you are empowered to act. Your ideas can make a real difference and contribute to the quality of life for people everywhere.



POSITION DESCRIPTION:

As a Perceptron **Key Account Manager**, you will develop, define, implement and manage the sales strategy for a major OEM/Tier account.

The **Key Account Manager** will:

- Take full responsibility for commercial management of existing and new business within assigned NA OEM account(s).
 - Responsible for achieving sales target and account gross margin
 - Create a yearly business plan that outlines the key growth initiatives, strategic goals and tactics for the assigned territory as well as a comprehensive market analysis for all potential sources of revenue.
 - Maintain/update all customer and opportunity information in CRM software, including but not limited to opportunity probability, key customer notes, summary notes of all meetings, follow up dates, etc.
 - Identify key account decision makers and build strategic relationships.
 - Support the finalization of Terms & Conditions with customer, including the negotiation of all payments terms aligned with Perceptron financial interests and goals.
 - Drive and support global and regional team-selling and cross-selling strategies.
 - Attend commercial and technical meetings.
 - Provide forecasts and budgets (monthly, quarterly and annually) for company planning.
- Promote product portfolio and market position maximizing new business opportunities.
 - Participate in “walk the line” activity with key customers (target 2x/year) to promote product capabilities and identify new business opportunities.
 - Regularly introduce new product features/information to key customers.
 - Analyze marketplace to identify new opportunities.
 - Provide market feedback and competition benchmark information to marketing and product development teams.
- Promote team leadership and a positive, collaborative team-selling environment.
 - Provide commercial guidance and account requirements to the team.
 - Provide guidance and counseling to other team members.
 - Know and respect the administrative requirements associated with the position.

Candidate Requirements:

- Bachelor’s degree plus ten or more years of proven success in high-tech account management



TO APPLY: Send your resume to jobs@perceptron.com.

NO AGENCY REFERRALS ACCEPTED.

PERCEPTRON IS AN EQUAL OPPORTUNITY EMPLOYER.

Referral Level: 1

