



## Senior Account Manager

### COMPANY DESCRIPTION:

**Perceptron, Inc.** (NASDAQ: [PRCP](#)) Founded in 1981, Perceptron 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.

Headquartered in Plymouth, Michigan, Perceptron has approximately 330 employees worldwide. Perceptron has team members in over a dozen countries with offices in the United States, Germany, France, Spain, Brazil, Japan, China, Italy, Czech Republic and India.

Perceptron develops, produces, and sells non-contact measurement and inspection solutions for industrial and commercial applications. The products from the Company's Industrial Business Unit (IBU) provide solutions for manufacturing process control as well as sensor and software technologies for non-contact measurement and inspection 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 and reduce overall manufacturing costs. Perceptron also offers Value Added Services such as training and customer support services. Measurement solutions include inline and nearline dimension gauging, CMM, 3D scanning, robot guidance, gap & flush measurement and wheel alignment solutions.

Perceptron is committed to satisfying both the needs of its customers and the needs of its team members. Our continued leadership role in our industry is dependent on attracting and retaining world-class employees who understand that delighting the customer is our #1 job. Our collaborative culture is rooted in a set of core values shared by Perceptron team members around the world. We call these beliefs the Five Diamonds:

- **Innovation.** Our quest for innovation springs from the unrelenting belief that what we did yesterday will not be good enough tomorrow.
- **Commitment.** Our commitment to our customers' demands that we are bound to their goals and invested in their success.
- **Integrity.** We are steadfastly dedicated to a strict ethical code which guides our decisions and governs our efforts.
- **Value.** We provide value by creating unique solutions that maximize our customers' return on investment.
- **Excellence.** We ensure excellence by taking responsibility for the entire lifecycle of a solution. A single breakdown, anywhere along the way, compromises the quality of the end result.

We offer a casual, flexible work environment, with opportunities for training and excellent benefits. Additional information is available at [www.perceptron.com](http://www.perceptron.com).



## **POSITION DESCRIPTION:**

As a Perceptron **Senior Account Manager**, you will be responsible for sales to specific target accounts or markets and act as the Team Leader for the sales team.

The **Senior Account Manager** will:

- Develop, define, implement and manage the sales strategy with OEM/Tier including:
  - Responsible for achieving targeting sales with NA OEMs and/or Tier customers
  - Promote product portfolio and market position maximizing new business opportunities
  - Identify key decision makers and build relationships
  - Provide commercial guidance and support the implementation team
  - Lead contract review and support buyoff process
- Analyze marketplace to identify new opportunities
- Manage projects from acquisition phase to award
- Attend commercial and technical meetings
- Responsible for commercial management of existing and new business
- Development and management of customer contracts at OEM/Tiers (CRM)
- Provide market feedback to marketing and product development teams
- Set team goals, objectives, and strategies based on account specific requirements.
- Provide leadership and participate in implementing improvements for additional sales.
- Provide guidance and counseling to other team members.
- Communicate the requirements to the team.
- Know and respect the administrative requirements associated with the position.
- Provide forecasts and budgets (minimal monthly, quarterly and annually) for company planning.

## **Candidate Requirements:**

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

## **Additional Desired Skills:**

- Master's degree plus ten or more years of proven success in high tech account management.

## **OUR COMPREHENSIVE BENEFITS PACKAGE INCLUDES:**

- Competitive Compensation
- Medical
- Dental
- Vision
- Life Insurance
- ST/LT Disability Insurance
- 401K with Company Match
- Employee Stock Purchase Plan
- Wellness Program



TO APPLY: Send your resume to [jobs@perceptron.com](mailto:jobs@perceptron.com).

NO AGENCY REFERRALS ACCEPTED.

PERCEPTRON IS AN EQUAL OPPORTUNITY EMPLOYER.

Referral Level: 1

