

GPV Mexico is looking for

International Senior Sales Representative

Prime Function

Responsible for sales function and activities in GPV Americas.

Responsibility

- Develop selected new US based customers to our EMS set-up in Guadalajara, Mexico.
- Based on an existing pipeline and defined industries the task is to win larger projects for production at our site. Typical revenue between USD 1-5m / year.
- Reference to both Operations responsible in Guadalajara and to Group sales responsible from GPV.
- Part of a dedicated team working in a young and dynamic organization, where you will be able to make a difference.
- Working closely with existing and potential foreign and domestic customers in bidding proposals and contract execution processes.
- Systematically contact and keep records of potential customers to identify and develop potential businesses.
- To communicate efficiently with customers and support internal staffs to manage sales inquiries in a timely manner.
- Reporting all relevant competitive information, new market trends, newly emerged circumstances in the market, including some ideas and transform them to business benefits.
- Establishing sales plan, monthly sales activity, and customer visit schedule.
- Attending as an exhibitor in domestic and international exhibitions as GPV representative.
- Always strictly comply with Company management systems and regulations.
- Reviewing cost/margin after getting the first order for new products (together with PM).

Qualification

- Bachelor's or Master's Degree in Electronic, MBA, Sales & Marketing.
- Experience from either EMS or from Component distribution is the preferred background.
- Excellent spoken and written English, computer literacy (Microsoft Word, Excel and Power Point).
- Good presentation and negotiation skills with positive working attitude.
- Highly developed social skills, able to network at high level with an attitude for understanding technology related issues.
- Regularly based at GPV Americas in Zapopan with flexible working days in a week upon agreement.
- Having a good network of connections **in US** (potential customers) is a MUST.
- Valid US visa and passport and able to travel abroad up to 40 days a year.

Others

- Candidates outside of Mexico may apply if accepting to move to Guadalajara and travel to US regularly.

Application

Send your resume in English to following email account: hr_mx@gpv-group.com

About GPV

GPV is a knowledge-based outsourcing partner that has core competencies within high-tech and complex production of electronics and mechanical components and solutions. We employ more than 3,800 people at sites in Europe, Asia and the Americas. We service clients in the fields of Cleantech, Instruments & Industry, Medico and Transportation.

Learn more on > gpv-group.com