

Position: **Business Development Manager**

Location: **East Coast (US)**

#### COMPANY

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iAutomation, a high technology distributor of industrial automation components, has an immediate opening for a **Business Development Manager (automation & motion control)** on the **East Coast (US)**. iAutomation's product offering includes machine control, motion control, sensing and vision, safety systems, mechanical components and stages. We offer engineered systems and services to provide OEM and end user customers a complete automation solution.

#### DESCRIPTION

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As a Business Development Manager you will be responsible for the development and implementation of sales strategies and plans to achieve and exceed annual goals and objectives. By establishing solid and long-term OEM Machine Builder and End User business relationships you will combine technical knowledge with sales skills to achieve these goals.

- This position will be responsible for driving sales growth on the east coast for the complete line of B&R and ABB motion control automation solutions. This role will require extensive collaboration with our Distribution Account Managers as well as our Systems Engineering technical resources focused on expanding our market share of B&R controls systems. Collaboration and project coordination will be needed as required both internally as well as with the field-based B&R and ABB sales management resources.
- Responsible for new business development of industrial motion control systems with a focus in the area of vision intelligent track technology, machine vision, robotics and controls systems.
- It is essential to have an understanding of product line business centered in segments including: food & beverage, medical device assembly, packaging, semiconductor and electronics.
- Communication & collaboration with the iAutomation Business Development Unit and key strategic partners is essential to disseminate the consultative strategy and alignment with company product road maps along with sales and marketing strategies & tactics.
- Leadership to drive accelerated growth results including the development of collateral and participation to assist the sales force following the iAutomation Sales Process in identifying and meeting requirements.
- Help to develop territory sales, distributor and customer competency through conducting regular learning sessions, participate in/coordinate B&R Automation and co-marketed network seminars and trade shows.
- Collect, analyze and communicate market data including competitive information, trends, key wins/losses and service development needs to the BU product management teams.
- Work with Technical Engineering teams to develop the Scope of Supply and Bill Of Materials for proposals.
- Achieve assigned targets in terms of business revenue and management objectives.
- Travel could be as high as 60% within assigned territory

#### REQUIREMENTS & ADDITIONAL DETAILS

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Requires a minimum of a Bachelor's degree in engineering, business, or an equivalent discipline with 8+ years' experience in a related sales role including 5+ years of solid sales experience in consultative sales, with the ability to develop technical value propositions.

- 3-5 years of Automation, engineering services or manufacturing industry experience required.
- Proven experience of working in complex environments; and managing conflicting demands and expectations.
- Proven experience in developing account penetration and development strategies.
- A successful track record of achieving sales revenue targets (products & services).
- Ability to identify sales opportunities and translate client requirements to business requirements.
- Strong communication and presentation skills.
- Experience implementing or selling either Rockwell Automation products, Siemens, Schneider, Mitsubishi or B&R Automation.
- Self-motivated, strategic thinker with a get-up-and-go attitude

#### ADDITIONAL INFORMATION

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- Please apply to Marna Perkins at [mperkins@i-automation.com](mailto:mperkins@i-automation.com)
- Principals ONLY - No Recruiters Please

**iAutomation** Supports Equal Opportunity Employment & Diversity