

## **POSITION DESCRIPTION**

### **New Business Development Sales Manager**

CSI Group is a highly specialized group of companies offering unique manufacturing processes for precision custom designed components utilizing 7 manufacturing technologies supported by 1 Source world-class service and engineering. For over 30 years CSI Group has been serving many industries which include: medical, Aerospace, Electronics, Telecom and military applications. CSI Group is ISO 9001:2015 certified.

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#### **BASIC PURPOSE:**

##### **New Business Development Sales Manager**

Responsible for overseeing the Sales' and Market Development teams and the ultimate profitability of the Company. To develop new business annually and provide excellent customer satisfaction.

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#### **POSITION SPECIFICATIONS:**

Since it is a senior executive position, must have 5-7 years of experience in a senior-level Sales and Marketing position.

Experience in strategic planning and execution of Sales and Marketing goals. Knowledge of contracting, negotiating and structuring of Sales quota goals and revenue expectations.

Skills: Excellent leadership skills to motivate team to meet Sales and Marketing goals within tight timeframes and simultaneously manage several projects. Professional written and verbal communication and interpersonal skills. Good analytical and networking skills. Strong technical knowledge of all manufacturing processes in the group and how best to apply the best process for customer requirements.

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#### **Qualifications**

5-7 years of experience in a related Sales & Marketing position.

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#### **FUNCTIONAL SCOPE:**

Provide leadership and coordination of Company Sales and Marketing functions. Develop and implement Sales and Marketing strategy. Monitor and analyze Sales and Marketing activity against goals.

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#### **DUTIES & RESPONSIBILITIES**

- Manage the Inside Sales Team: Provide motivation & direction. Process yearly reviews for each member of the team.



- Manage the Sales Support Team: Provide motivation & direction. Process yearly reviews for each member of the team.
- Manage the Business Development Program: Work with and provide motivation and direction to the Business Development Manager. Process yearly reviews for each member of the team.
- If necessary, Support and develop outside sales reps.
- Manage the Receptionist/Administrative Assistant
- Interface with various other departments, as needed. Such as Quality, Accounting, Engineering, etc.
- Interface with Partner companies: Develop yearly business plans, year end review
- Visit key customers and prospects multiple times a year: With and without Partners
- Key customer interface on various projects
- Working with the sales team, develop an intergraded strategy for key customers with a primary focus on providing value-added solutions, thereby enhancing our overall position with the customer.
- Working in conjunction with the sales team develop the yearly sales forecast and drive the team to reaching their individual forecast as well as the corporate forecast.
- Execute yearly customer survey
- Lunch & Learn Program: Topics, Scheduling
- Involved in new Partner acquiring
- Manage on-line marketing program
- Collect and analyze specific market data from all sources. Implement or change strategy based on changing market conditions.
- Market the transition from a piece part supplier to a value added supplier to our customers

*If interested and qualified, please forward a copy of resume with salary requirements to CSI Group, Attn: Office MGR, 121 Flanders Rd, Westborough MA 01581*