



**BISHOPWISECARVER®**  
A FAMILY OF SOLUTIONS



**INTERESTED?**

**CONTACT:**

Katie Mendoza  
HR Director  
(925) 431-8213  
kmendoza@bwc.com  
www.bwc.com

# JOIN OUR TEAM!

## International Business Manager

### About Us

The Bishop-Wisecarver Group (BWG) is a WBENC certified woman-owned family of companies who works with manufacturers to engineer, manufacture, and build linear and rotary motion solutions, custom complex assemblies, and optimal embedded intelligence systems. Through the integration of mechanical, electrical, software, control and systems design engineering expertise, 62+ years of experience and 20,000+ unique clients, we continue to provide a single point of service that results in custom designs, increased efficiencies, and accelerated time to market.

We are seeking an internationally savvy International Business Manager with an understanding of the automation and motion control markets outside of North America. You will be responsible for improving BWG's understanding of international customers, global and regional requirements for products and services while building relationships and meeting and exceeding your sales goals. You will work out of your home office, near major airport, and report to the Vice President of Sales.

### Job Responsibilities

#### A. MANAGE AND COORDINATE INTERNATIONAL CLIENT OPPORTUNITIES

1. Collaborate with sales teams and distributors in managing global client opportunities
2. Take the lead in establishing global framework contracts between distributors. Ensure that global client agreements are established in accordance with distributor needs and profit margins and act as a clearing house for global opportunities
3. Establish client service level agreements (SLA's) incorporating client delivery items such as international product and service acquisition, account management and transparency of management information
4. Set-up and participate in client and/or distributor meetings to build client relationships and secure global deals/agreements
5. Utilize Sugar CRM for international lead management and to build relationships

#### B. INTERNATIONAL STRATEGIC ACCOUNT PLANNING

1. Develop strategies for identifying and proactively developing new business opportunities,
2. Identify targets, lead and implement international strategic account planning
3. Measure success of multinational sales growth and report to Executive Leadership Team
4. Leverage our brand and reputation to expand into foreign markets
5. Increase our market share and penetration into vertical markets. Follow vertical markets that have growth in other countries, i.e., food processing in Brazil. Expand our market share by selling into countries where we are not currently selling.
6. Brand BWG as a leader in markets/countries where little competition currently exists. Preserve top of channel positioning.
7. Leverage foreign relationships for possible factored products sales/services in the USA for BWC
8. Strengthen our ability to be the customers' first choice outside of the North American market and for companies with multiple global locations.

#### C. INTERNATIONAL SALES KNOWLEDGE MANAGEMENT

1. Maintain an up-to-date understanding of current global capability; prices, product language availability, services, and discount scope across BWC's international markets
2. In partnership with the VP of Sales, forecast annual international sales goals by identifying and evaluating opportunities for international revenue growth
3. Act as subject matter expert to produce collateral and capability reference material for global sales teams to support proactive development of global sales and existing clients' international requirements

4. Create and communicate a global international client pipeline on a regular basis which outlines international client activity, key contacts and key competitor positions across key multinational organizations and report out to VP of Sales monthly
5. Understand, monitor and communicate international competitor threats and opportunities

D. INTERNATIONAL MARKETING

1. Partner with the Director of Marketing ensure international marketing is in alignment with the overall company messaging
2. Partner with the Director of Marketing to assist in executing international marketing strategies ef 09.09.10

## Minimum Requirements

- 4-5 years of experience in international business development/sales, with a proven track record in account management leading to increased sales.
- 3-5 years of experience working in a distributor/manufactured representative environment
- 3-5 years years of experience selling to automation and motion control industries
- BS/BA – in Business or Engineering ideal; MBA a plus
- Ability to travel up to 75% of the time – mainly outside of North America and some domestic required as well
- A track record for building and maintaining excellent client relationships, leading to sales growth
- Excellent negotiation and relationship skills
- Demonstrated public relations and presentation skills
- Excellent written and verbal communication skills
- Additional languages valuable

**In the interest of time, your cover letter, resume, salary history and salary requirements, and incentive compensation MUST be included for your candidacy to be advanced.**

Bishop-Wisecarver Group is an Equal Employment Opportunity/Affirmative Action Employer. We are committed to creating a diverse environment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.