

International Business Manager

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.

As the International Business Manager you will be responsible for:

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.

D. 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.

E. International Marketing

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

And you will have:

1. Four to five years of experience in international business development/sales, with a proven track record in account management leading to increased sales.
2. 3-5 years of experience working in a distributor/manufactured representative environment.
3. 3-5 years of experience selling to automation and motion control industries
4. BS/BA – in Business or Engineering ideal; MBA a plus
5. Ability to travel up to 75% of the time – mainly outside of North America and some domestic required as well
6. A track record for building and maintaining excellent client relationships, leading to sales growth
7. Excellent negotiation and relationship skills.
8. Demonstrated public relations and presentation skills
9. Excellent written & verbal communication skills. Additional languages valuable

Bishop-Wisecarver Corporation, a Bishop-Wisecarver Group company, helps manufacturers and automation solution providers engineer linear and rotary motion products. With 60+ years of engineering expertise and manufacturing best practices working with over 20,000 customers, we understand our customers' design and application requirements which enables us to develop unique solutions that ship within 2 to 3 weeks. Customers achieve 50% faster time to market, up to 50-75% lower maintenance and installed costs, product differentiation and longer product life.

Our product line includes quality components and accessories, manual linear guide systems, actuated linear guide systems and rotary guides and systems. Stainless steel, high temperature, washdown and clean room-compatible products are among Bishop-Wisecarver's more recent product introductions. Our more popular offerings include the following trade names: DualVee, LoPro, UtiliTrak, MadeWell and GV3.

Visit us online at www.bwc.com and connect with us through Twitter, Facebook, YouTube and Blogger.

If this opportunity matches your background and career goals, please reply to this ad with your current resume with a cover letter outlining your professional goals, where you found this ad, and your salary history & salary requirements.

Katie Mendoza, HR Director
Bishop-Wisecarver Corporation
Pittsburg, California

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

Bishop-Wisecarver Corporation 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.