



New Business Development Manager

JAE Electronics, Inc. is looking for a New Business Development Manager who will be responsible for increasing new business based on JAE's core product portfolio. The New Business Development Manager will seek out new connector opportunities for new development designs based on JAE's connector foundations.

The individual must be able to interface with JAE customers and internal staff in the areas of OEM Applications and Connector Product Design. He or she must have the ability to read and understand drawing concepts and the overall design of connectors as they relate to specific applications. They will also participate in industry trade shows to stay ahead of current technologies, products and for future product business.

Responsibilities:

- Develop new automotive business opportunities based on JAE's core product portfolio.
- Develop new automotive business opportunities for new design development.
- Work with engineering to understand customer application requirements and develop suitable solutions.
- Provide recommendations to customers regarding their connector application requirements.
- Interface between the customer and JAE's Product Design, Marketing and Manufacturing Groups.
- Participate in industry trade association meetings and committees as deemed necessary by JAE management.
- Represent JAE at various industry trade shows as directed by management.
- Collect and distribute customer requirements.

Qualifications:

- Experience in developing new automotive business in the connector market.
- Ability to lead sales meetings with existing and new customers.
- Basic knowledge relating to interconnect products and their applications.
- Understand and read drawings for connector products.
- Strong knowledge of Microsoft Office applications (PowerPoint, Outlook, Excel, Word, and Project).
- Strong negotiation skills.

Education: Bachelor's degree (Business or Engineering preferred) or equivalent experience

Experience: Minimum 8 years combined experience in Automotive Sales/Program Management/Applications Engineering and/or Technical Sales positions. Knowledge of Japanese language is useful.

Location: Livonia, Michigan

JAE Electronics, Inc. is an Equal Opportunity Employer.

To apply for this position, please submit your resume to jae.humanresources@jae.com. Only candidates with the above qualifications and experience will be considered.