

What is your name?

Erin Morris

What is your phone number?

(706) 902-7037

What is your email address?

erin.morris@gmobis.com

If other than you, who is the point of contact for this job posting?

Erin Morris

What is the name of your organization?

Mobis-GA

Applicant Information

What is the job title of the position you are seeking to fill?

Sales Specialist

Where is the job location?

West Point, GA

How is the job classified?

- Full-time

What qualifications are desired?

Minimum Education and Experience Requirements:

- Bachelor's degree(BA/BS)in Sales, Business Administration, Industrial Engineering or related field
- 0-3 years of experience in Sales within the manufacturing/automotive industry
- PC literate, proficiency with Microsoft Office Products
- Project Management Skills

What are the responsibilities/duties?

Expectations: Accomplish day to day tactical objectives in support of the company and the department goals. Demonstrates adherence to company policies and procedures in support of safety, quality, delivery, cost and morale (SQDCM) initiatives. Embrace and promotes company core values to establish and maintain a culture committed to ethical practices, legal compliance and a union-free environment. Takes initiative to participate in training and developing opportunities to prepare for current and future challenges.

Role(s): Performs day to day tasks in various areas of the Sales department including but not limited to managing monthly costs, billing of parts, trading goods and price negotiations.

Essential Roles and Responsibilities:

- Collaborate with any team in the plant and HQ in Korea through new project, from RFQ to product specification and pricing negotiation.
- Prepare price decisions based on cost calculations with HQ in Korea
- Negotiate Parts price with OEM for new projects and Engineering changes
- Negotiate tooling costs and other expenses with OEM.
- Communicate with customer for any issue related to Sales.
- Monitors daily billing for the modules and training goods for Monthly closing.
- Maintain sales goals by monthly, quarterly, and yearly and Create and analyze sales results report.
- Monitor A/R from OEM.

- Receive daily requirements from OEM through systems.
- Able to work in fast paced environment.
- Must have strong mindset.
- Other tasks as assigned.

Are you looking for a current student or alumni?

- Current Student
- Alumni

What is the pay rate?

Salary; 45-55k depending on experience, background,etc.

Through what method would you like someone to apply?

- Website

Please provide the link or address for the application.

<https://www.mobisgacareers.com/details/63>