

## **PRECO Electronics**

Business Development Representative – Trucking  
Boise, Idaho

### **Overview:**

PRECO Electronics, the worldwide leader in collision avoidance solutions for heavy-duty industries, is hiring a Business Development Representative to join our team. Reporting to the VP of Business Development, this position will develop and manage PRECO's OEM, Tier 1, and Up-Fitter customers in the Heavy & Medium Duty Truck category. The market for Advanced Driver Assistance and Autonomy Solutions is exploding. PRECO is at the forefront of this market, providing advanced sensors and vision systems to Tier-1 and OEM Truck and Bus companies worldwide. The successful candidate will have proven ability to develop existing and new OEM customers, and work as a team with our application engineers to integrate PRECO products into the customers' truck offerings. The Advanced Driver Assistance (ADAS) market for Heavy/Medium Trucking is expected to grow to over \$1B by 2020. As part of our team, you will leverage PRECO's many years of success serving OEM customers to help grow the business in this exciting market.

### **Responsibilities:**

- Lead PRECO business development and sales efforts in the Heavy & Medium Trucking OEM & Up-Fitter Markets.
- Develop new OEM & Up-Fitter accounts to integrate PRECO products on their trucks; including presentation, product evaluation, design-in, certification and product launch.
- Nurture and grow existing OEM & Up-Fitter accounts.
- Coordinate PRECO team resources to ensure OEM account success through the entire project life-cycle; engineering, supply-chain and marketing.
- Requires a consultative, technical sales approach with the ability to navigate large, complex organizations through the evaluation, development and launch cycle.
- Must be able to travel 50-75% of the time.
- Identify short-term and long-range issues that must be addressed; recommend options and courses of action; implementing directives.
- Help drive product improvements and product roadmap as an advocate for the customer and market.

### **Education and Skills Requirements:**

- At least 10 years' experience in a technical sales or business development position, preferably providing technology solutions to Tier-1 and/or OEM manufacturers.
- Bachelor's degree in engineering or a technical field – or equivalent work experience.

- Highly organized team player who can lead by example and influence to manage successful projects.
- Strong ability to communicate both written and oral.
- Ability to manage complex projects and navigate large organizations.
- Excellent presentation skills, including ability to represent the company at industry events.
- Experienced negotiating supplier agreements.
- High integrity and customer service mentality.
- Proven reliability and expertise, along with business and interpersonal skills, are crucial for this position.

**Compensation: Salary & Bonus DOE**

Position location is in Boise, ID

Qualified candidates send resume to [eebright@preco.com](mailto:eebright@preco.com)

Please visit [www.preco.com](http://www.preco.com) for more information on our company, benefits and products.