

PRECO Electronics
Business Development Representative - Trucking
Boise, ID

Overview:

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 growing rapidly and expected to grow to over \$1B by 2020. PRECO is at the forefront of this market, providing advanced sensor systems, integration, and support 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 partners, and work as a team with our application engineers to integrate PRECO products into the customers' truck offerings. 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.

Primary 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 as safety options on their trucks; 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.
- Help drive product improvements and product roadmap as an advocate for the customer and market.

Other Characteristics:

- 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.

Education/Experience:

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

Please visit www.precos.com for more company and product information.