



All around the globe customers rely on our safe connecting solutions. But we are also a reliable partner for our employees. About 1,800 colleagues in more than 30 countries play their part in ensuring that our products optimally combine mission-critical components. Whether it's motors, airbags or heart pumps – every day we develop connecting solutions for a wide variety of industries and thus take important steps towards a better future. Would you like to be a part of it? Find your peace of mind!

Oetiker, Inc was established in 1981 in Marlette, MI. Clamp production got underway that same year to service the automotive and industrial applications markets in North America. In 1997, Oetiker built a brand new 70,071 square foot Clamping Technology Center across the street from the original facility, which accomodates both the production and administration operations. Oetiker continues to develop and grow as the Group expands product offerings to provide customers with high-quality engineered connecting solutions. Help strengthen our team in **Marlette** at the earliest possible date as a

Head Technical Sales IA Americas

WHAT YOU'LL DO

- Lead and coach the technical sales tea,
- Implement regional sales tactics to support key account sales strategies and teams
- Manage regional sales performance and budget
- Determine sales team objectives and goals
- Manage sales team organization, sizing, territory design and planning
- Manage salesforce selection, recruitment, training and motivation

WHAT YOU'LL GET

- Medical, Dental, Vision and Prescription Insurance
- Retirement Plan with Employer Match
- Paid Time Off

WHAT YOU'LL NEED

- Bachelor level degree in Business or related field
- 5+ years experience in technical sales management and direct sales team leadership with proven success in developing sales growth in new markets
- Profound understanding of fluid handling and fastening products and applications, as well as manufacturing assembly solutions.
- Mechanical aptitude.
- Ability to influence others to achieve business objectives
- Ability to handle strategic topics and lead projects
- Ability to build lasting business relationships

Oetiker, Inc. is an equal opportunity employer.

Get to know us to get ahead.

For more than 75 years, Oetiker has been a leading manufacturer of high-end connecting solutions for OEMs worldwide. As an employer, we offer our employees attractive international challenges and many development opportunities. Diversity and high quality standards are the foundation of our corporate culture. This way, we combine the visions of today with the technology of tomorrow.

Oetiker, Inc.

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Let's connect:
www.oetiker.com/careers