

Experienced

Key Account Manager

Marysville, USA

Position Summary:

We are seeking a dynamic and experienced **Key Account Manager (KAM)** to join our Motherson Vision Systems team in **Troy, Michigan**, with a focus on managing and growing relationships with **North American EV OEMs**. This role requires a highly motivated professional capable of interfacing directly with OEM customers, leading commercial negotiations, managing RFQs, driving strategic growth initiatives, and collaborating cross-functionally with engineering, finance, operations, and program management teams.

Что вы будете делать

- **Key Responsibilities:**
 - Serve as the primary day-to-day commercial interface for assigned OEMs, acting as the voice of the customer internally.
 - Lead and coordinate the RFQ process, including quote initiation, cross-functional coordination, and submission of timely and competitive proposals.
 - Manage and track program financials including pricing, payment recovery, open tooling issues, and service parts.
 - Prepare and submit customer-specific documents including pricing programs, FX adjustments, and cost breakdowns.
 - Develop and execute customer-specific strategic sales plans to achieve sales, profitability, and growth targets.
 - Support strategic initiatives including CIP recovery, cost reduction opportunities, and tech savings implementation.
 - Attend OEM engineering change meetings, gate reviews, Fast Track sessions, and customer audits as required.
 - Maintain and update pricing records, forecasts, and commercial logs in relevant PLM/ERP/CRM systems.
 - Provide input to the annual business plan forecasts based on detailed market and account analysis.
 - Monitor and respond to customer satisfaction metrics and commercial issues.
 - Build strong customer relationships through regular visits, meetings, and timely communication.
 - Act as the internal advocate for the customer, driving alignment across technical, operational, and commercial teams.
 - Monitor competitor and market intelligence to develop strategies for customer retention and new business development.

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- **Qualifications:**

Required:

 - Bachelor's degree in Business, Engineering, Marketing, or a related field.
 - 5-10 years of experience in Automotive Tier 1 account management or technical sales.
 - High aptitude at building consensus across diverse teams of professionals.
 - Proven ability to build trust and an inclusive working environment to amplify results while reducing costs.
 - Strong knowledge of RFQ processes, commercial negotiations, and contract execution in an OEM environment.
 - Exceptional communication (English written and verbal), negotiation, and interpersonal skills.
 - High proficiency with Microsoft Office Suite (i.e. Excel, PowerPoint, Outlook, Teams).
 - Strong organizational skills with the ability to multitask and work independently in a fast-paced environment.
 - Willingness and ability to travel up to 25-35% (domestically and occasionally internationally).

Preferred:

 - Experience with EV OEMs and knowledge of online Customer Portals.
 - Technical understanding of automotive vision systems including traditional reflective mirrors, cameras, digital displays.
 - Working knowledge of PLM and ERP systems; SAP and CRM tools such as Salesforce or Power BI.