
Business Development Manager / PROSYS US (Michigan)

PROSYS by OSE GROUP company located in Canton (Michigan) and Haute-Savoie (France) near Geneva, is specialized in manufacturing automated production lines in the fields of coil and motor winding and assembly.

As part of the company's development, PROSYS by OSE GROUP is looking for a Business Development Manager.

In charge of your sector, you will:

- Develop sales in the USA
- Look for new business opportunities
- Find new clients and further develop business relations with existing clients
- You will analyze the needs and expectations of the client to provide appropriate technical and financial solutions
- You will be constantly working with our engineering and project teams with whom you will be preparing the tenders

Under the responsibility of the management committee and sales manager, you will participate in the development of the business strategy and to the development of the company.

Skills required:

You must possess a background in mechanical engineering, mechatronics or equivalent and justify a significant experience of at least 15 years in the sale of solutions or complex technical systems in an industrial environment.

You have knowledge of the automotive sector and more particularly electrotechnical systems (ignition, injection, transmission), EV, HEV.

Dynamic, able to work with minimal supervision and committed to your projects' success, you foremost embrace working on the field. You communicate with ease, have a strong ability to build relationship, a great curiosity and a strong ability to argue.

This Michigan-based position will require to travel extensively in the USA and Europe.

The salary will be based on your profile and your experience.

You can send your application to Mélanie, in charge of recruiting at our place, who will be happy to organize a meeting: RH@prosys-group.com