



Key Account Manager

We are looking for Key Account Managers (KAM's) in the following locations:

Hampstead, NH

Itasca, IL,

Ontario, CA

Irving, TX

Job Description

We are looking to add to our existing outside sales team in various locations in the US in Texas, California, New Hampshire and Illinois. We are looking for sales professionals with at least 5 years of Printed Circuit Board experience and/or Semiconductor experience and knowledge. You must love those not so sexy often green electronic boards that make our lives easier. This is a sales position that requires your ability to convert those cold calls into high value customer meetings.

What are we looking for?

You have a "hunter" mentality

You have the ability to create solid customer relationships

You possess a strong history of working closely with your Inside Sales teams

You have a desire to excel and not settle for mediocrity

You have 5+ years of experience in the Printed Circuit Board industry or the Semi-conductor industry

You have an excellent ability presenting your product and doing the deep dive during your customer visit to asking the open ended questions to identify your customers pain points

You have the energy to "sell" from prospecting, to cold calls to getting the "wins"

You have knowledge of "SPIN" selling

You have a college degree

You enjoy travel both domestically and globally

You are a US citizen with a valid US Passport

Who are we?

We are NCAB Group, a leader in the Printed Circuit Board industry. We live and work by our values of **Quality First, Strong Relationships, Full Responsibility** and **Environmental sustainability**. We take great pride in providing training during your first 180 days in order to provide you with all the tools and knowledge needed to be successful. To learn more go to our web site at www.ncabgroup.com

What will we provide for you?

An attractive above industry **benefits, salary** and **bonus structure**.

Health, Dental, Life and Vacation benefits starts day one, no waiting period.

Unlimited earning potential beyond an above average base salary

An environment where you will be able to go and conquer and not be held back.

What next?

Take that step and send your in your resume for review and initial phone screen to JobsUS@ncabgroup.com

We are- EOE/M/F/Vet/Disabled compliant
