

Global Account Manager – Job Profile

A planned new appointment presents an opportunity for an experienced results orientated Global Account Manager preferably with a background in either PCB, component distribution or bespoke component sales channels to join our rapidly expanding organisation.

NCAB Group is a leading global PCB supplier. The company was founded in 1993 and has companies in 14 countries in Europe, USA and China, with sales into 45 different countries and a turnover of 150 (M)EUR. Our products are mainly manufactured in China where we have an extensive and experienced Factory Management team, whose focus is managing our factory partners to deliver market leading performance. NCAB Group have an enviable reputation of delivering a high quality product, on-time, competitively, and with a culture of excellent customer service.

This is a new role within the NCAB Group, which will offer the right candidate an excellent remuneration/OTE's potential based upon experience & location.

This permanent role has developed as our customers become more global and continue to plan, more global expansion. The definition of a NCAB global customer is one where the client designs/develops/sources in 3 or more countries.

The successful candidate will have responsibility for managing a select group of existing global accounts, coordinating with the local NCAB country sales channels as well as developing new global OEM & ODM business, which have been identified as potential global account opportunities and most likely, leveraged from an existing NCAB local country sales lead.

Duties will include but are not limited to:

- Strategic global account development & Management
- Home/Office based, dependent on location
- Reports To: VP Global accounts

Main Responsibilities:

- The Global account Manager (GAM) will be responsible for global EBIT, revenue & order income for the select group of existing or targeted global accounts.
- The GAM will work closely with local MD's and Key Account Managers (KAM's) to secure global account budgets.
- The GAM will be responsible for strategic account development activities with frequent business review meetings with clients, NCAB Group MD's & KAMs.
- The GAM, where necessary, will have responsibility for the identification of customer requirements, quotation management, and closure of qualified opportunities.

- The GAM will be required to report within & work closely with the existing global NCAB CRM tools.
- The position will involve extensive global travel to NCAB office locations and customer sites in pursuance of the above goals.

Preferred Qualifications:

- Degree, or equivalent, or significant experience in a related electronics industry sector
- Current full clean driving licence and a willingness to travel frequently.
- Fluency in English essential, fluency in a second language a benefit.

Experience & Skills Required:

A successful and proven record of sales growth, specifically, new business development. This is very much a strategic, global hunting role.

Relevant experience of selling into the professional electronics EMS/OEM/ODM sectors.

Strong presentation & negotiation skills, experience of presenting at C level.

The ability to produce & deliver innovative and professional solutions to technical, commercial & business decision makers & decision influencers.

Excellent written & spoken English, outstanding communication & interpersonal skills, and a natural ability to work as part of a team as well as be a team leader.

Embrace and live the NCAB values, Quality first, Strong Relationships, Full responsibility.

Job offers:

- Competitive remuneration/OTE's package & benefits
- Office and/or home working
- Company pension scheme
- 25 days holiday plus statutory leave days

To apply

If you believe that you have the skills, the drive, the personality as well as the experience needed to take on this challenging role within a progressive and fast paced market leading business, please contact:

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