



## Key Account Manager // ONTARIO, CALIFORNIA

NCAB Group is a global leader in the Printed Circuit Board (PCB) industry, selling over 110 million PCBs yearly from 14 different countries. We are now looking for a **Key Account Manager in our US team in Ontario, California** who wants to join us in becoming *The Number 1 PCB Producer – wherever we are*.

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
- ... have the ability to create solid customer relationships
- ... possess a strong history of working closely with your Inside Sales teams
- ... have a desire to excel and not settle for mediocrity
- ... have an excellent ability presenting your product and doing the deep dive during your customer visit to identify your customers' pain points
- ... have knowledge of "SPIN" selling
- ... have a college degree
- ... enjoy travel both domestically and globally
- ... are authorized to work in the US and have a current US passport

## WHO ARE WE?

At NCAB Group, it is the people that make us unique. We work according to our values Quality First, Strong Relationships and Full responsibility, and encourage employee empowerment and initiatives. We have a high employee engagement, and are proud to be considered as top three Employer of the year in the award *Powered by People* 2017. Read more about working with us [on our career pages](#).

We offer the right person good opportunities to develop in an international and fast growing environment. We can provide 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'S NEXT?

Take that step and send in your resume for review and initial phone screen to:

→ [JobsUS@ncabgroup.com](mailto:JobsUS@ncabgroup.com)

**We are EOE/M/F/Vet/Disabled compliant.**

*NCAB Group is a leading global PCB supplier, selling over 110 million PCBs into 45 different countries. The company was founded in 1993 and has more than 340 employees in 14 countries in Europe, USA and China. 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. We work towards a sustainable business and are verified according to ISO 26000 – an international standard for social responsibility.*

