



**The smile  
is also an  
important  
part.**

**motherson** 

Motherson is a multinational, people-focused enterprise serving a diversified industry range with a broad range of products and services, and is one of the 22 largest automotive suppliers worldwide. With facilities spread across 41 countries and the strength of 135,000 employees, the company has a truly global environment where diversity and inclusion drive our culture. Advanced Transit Manufacturing (ATM), a member of Motherson Group is a complete solutions provider in electric system solutions and design & process engineering for rolling stock industry and electrical buses. With our global service and production network, we are supporting the leading customers in our industry and contributing to sustainable transportation. If you are passionate about making an impact, we invite you to be part of our team

**HORNELL, NORTH AMERICA**

## **Head of Sales&Bidding**

### **Your tasks.**

- Lead the regional sales and bid teams with identification, developing and successful closing new opportunities in the Rolling Stock business
- Develop the strategic sales planning and strategies
- Utilize the sales leadership experience to motivate, develop and guiding the sales and bid teams
- Accurate forecast and risk assessment during reviews with the Senior leadership team
- Market analysis and providing business insights and trends to improve the market position
- Regular reporting (monthly, quarterly, yearly) of annual and long-term sales targets
- Maintain and acquire new business opportunities and customer relationship
- Identify and participate in business relevant industry days, fairs and other events to strengthen the customer relation and to stay updated of customer's strategies
- Contract Management with involvement of all stakeholders (Engineering, Quality, Legal)
- Budget planning
- Travel will be required
- Comply with the environmental, safety and health requirements set out in the legislation and regulations related to our activities and products, as well as those MASS requirements established by the community, our clients and others to which we are subscribed.

### **How to apply.**

- Send your CV in the application form or to the email address: [rekrutacja\\_ktp@pkcgroup.com](mailto:rekrutacja_ktp@pkcgroup.com).
- in the subject please enter the name of the position

### **What We offer.**

- Work in a development and global company
- Cooperation in an international environment
- Opportunity for personal and professional development
- Expanding one's competences
- Attractive payroll and benefit system

### **Your profile.**

- Bachelor's Degree
- Minimum 10 years of experience in sales, business development and program management
- Experience in direct management and leadership of sales or business development teams
- Experience in relevant mergers and acquisitions
- Experience in managing of complex sales cycles
- Practical knowledge in the transportation industry preferable in Rolling Stock
- Experience to work under pressure, competitive and collaborative – internally and externally
- Ability to use tools as PowerPoint, Word, Excel, web, ERP
- Strong leadership skills
- Excellent in team building and communication in written, verbal and presentation
- High level of commercial and business knowingness
- Strong selling competence towards customers
- Ability to multitask under pressure on different work levels – customer, team, projects
- Time management skills



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