

**«A Job with perspectives»**

The Swiss Telsonic Group has been offering its industrial ultrasonic solutions through representation in Europe, America and Asia since 1966. Constant innovations help to ensure that, in many applications, Telsonic has established a lead over competitors that offers added value to customers. With over 250 highly qualified staff, the owner-managed company specializes in plastic and metal welding as well as ultrasonic cleaning and screening. All over the world, customers in fields such as automotive, packaging and medical technology value the company's comprehensive services and broad range of ultrasonic components for system construction as well as its complete welding systems.

**We are looking for the following talent to join us**

## **Key Account Manager for Plastic Joining Automotive**

**Shelby Township, MI**

### **JOB DUTIES**

- Responsible for the business development of OEM and Tier 1 Supplier as assigned for Key Account Manager within the Plastic Joining Technology group including but not limited to Ultrasonic, Vibration and Spin Welding
- Introduce Telsonic's key technology to OEM and Tier 1 Suppliers following the transformation of design and engineering to new car platforms
- Play fundamental role in setting up new business; take responsibility for the effective onboarding of new customers
- Create reasonable and efficient engineering solutions for the Plastic Joining Technology market
- Communicate all customer requirements with regards to engineering, pricing, performance, design, manufacturing, and quality control to co-workers in the US and internationally
- Aid to ensure new products are introduced to the market
- Create business proposals for new and existing customers
- Create and follow budget for fiscal year

### **WE OFFER**

- Competitive IRA and Health Benefits
- An independent and interesting activity in a dynamic, international environment
- An attractive workplace with flat hierarchies and an open corporate culture
- A goal-oriented work environment with a motivated team
- Sales commission

### **JOB REQUIREMENTS**

- Minimum of 8–10 years' experience in sales and engineering within the Automotive and Automation or related industries
- BS Degree in Business or Engineering
- Excellent communication skills
- Ability to access customer concerns and address in a timely manner
- Travel as needed to meet with customers and/or suppliers
- Attend trade shows

### **LOCATION**

**TELSONIC Ultrasonics Inc.**  
14120 Industrial Center Drive  
Shelby Township, MI 48315  
[www.telsonic.com](http://www.telsonic.com)

Have we aroused your interest?

For further information please contact Mrs. Jessica Lange, Tel. +1 586 802 0033.

Please send your complete application documents by e-mail to [jessica.lange@telsonic.com](mailto:jessica.lange@telsonic.com).