



DeltaTech Controls is a leading global supplier of operator interface control solutions for off-road vehicle OEM's. Our business is clearly focused on the global leaders in the off road vehicle industry. Our core products include vehicle electronic control systems, electronic joysticks, multi-function grips, and electronic displays. We are currently expanding our China operations and have an exciting opportunity for a **Sales Manager** to join our team.

We are looking for an outgoing and self-motivated individual that enjoys a fast paced and challenging environment to join us as a **Sales Manager**, this key role is responsible for achieving significant sales, market share growth and customer satisfaction within the China market by contributing to business development and taking responsibility for the deployment of the market strategy for China, develop long term, strategic relationships with key decision makers at target accounts and achieve new program wins to drive future sales growth to meet or exceed goals.

As a **Sales Manager** you will also be responsible for directing, leading, developing and managing sales team members to the successful execution of the market strategy and support sales team members and customers for highly complex applications. Review customer specs/drawings, provide response to exceptions and propose solutions to technical problems, works as primary contact for assigned accounts, including engineering, purchasing, quality, manufacturing and other areas, provides technical application support for operator controls and integrated systems and manages customer expectations and relationships throughout the new product development process to ensure that new product development programs meet customer requirements for technical specification, cost, quality, and schedule, provides continuing product support after release, including quality management, product improvements, cost reductions, and application support.

Qualified candidates will possess a minimum of a 4 year technical degree, Bachelors Degree in Mechanical or Electrical Engineering preferred and at least five (5) years technical product sales experience, with two (2) years sales management experience. An in-depth knowledge of electromechanical technologies and custom product applications, a demonstrated ability to develop new business, maintain positive working relationships with external and internal customers and suppliers and the ability to perform complex work requiring a high degree of original thinking and independent judgment. Excellent communication, meeting facilitation, and presentation skills are also required, as well as a knowledge of OEM business and market channels.

Qualified candidates may submit their resume with salary requirements to;

DeltaTech Controls  
Attn: Human Resources  
5288 Valley Industrial Blvd. S.  
Shakopee MN 55379  
Fax: 952-233-9755  
Email: [resume.submissions@coactive-tech.com](mailto:resume.submissions@coactive-tech.com)