



## **Business Development Manager Utility**

Cembre Inc. - Edison, NJ

Cembre is a worldwide leading manufacturer of crimping & cutting tools and electrical connectors for the Power Utilities.

Our North American headquarters located in Edison, NJ is currently looking for a **Business Development Manager Utility** to manage our rep agencies network throughout USA. Your responsibilities include finding new reps, training them and supporting them on the field when visiting existing clients, generating new ones and increasing sales revenue. Onsite demonstrations and presentations will be required at all levels of the sales cycle. Constant travelling will be required, a company vehicle is supplied and expense account.

### **Preferred Qualifications:**

- Degree in Electrical Engineering preferred or Business degree
- Knowledge of Power Utilities
- Experience in managing a sales network selling power tools
- Excellent communication skills
- Strong negotiating skills
- Good analytical and problem solving skills
- Self-motivated and capable of thinking out of the box

Cembre Inc. offers an excellent salary and benefit package.

For further information regarding Cembre products please visit [www.cembreinc.com](http://www.cembreinc.com)

Please send your detailed resume to [ep@cembre.com](mailto:ep@cembre.com)