



POSITION: BUSINESS DEVELOPMENT PROFESSIONAL

Essential Duties and Responsibilities

- Prospect for new business, in various market channels and dealer types, within the scope of direction given by senior management.
- Have existing relationships with buyers and executive level decision makers in the consumer electronics industry.
- Drive sales revenue growth through optimizing current business, while identifying and closing new target business and market opportunities.
- Attend and participate in meetings and conference calls as necessary to communicate with accounts, Independent Reps and other team members.
- Occasionally attend trade shows (3-4 times a year) and other sales related events as necessary and approved in advance. Will require business travel up to 1 week at a time.
- Communicate to other pillars of the company what support is needed to close target accounts. Be a team player with a positive "Can Do" attitude
- Help provide necessary documentation for new account set up and working with various departments involved to insure proper submission of forms.

Desired Qualifications

- 1) Have 5+ years of proven sales experience in the consumer electronics industry pertaining to residential and commercial audio/video applications, as well as a background and some knowledge of computer/IT connectivity.
- 2) Excellent overall business skills, strong negotiating and relationship management skills. Must be proficient in written and verbal communications for effective follow up with customer base.
- 3) Ability to prioritize their work load based on things that contribute to throughput (generating sales) and execute around those priorities.

- 4) Strong capability in using most common MS applications and programs like: Word, Excel, Outlook, Powerpoint etc. Experience with SAP applications a plus.
- 5) Highly organized and able to multitask. Strong organizational skills, detail-oriented and ability to meet deadlines, work independently with minimal supervision.
- 6) Bachelor Degree required.

Salary Range:

TBD based on qualifications and experience

Full exempt salary position with medical, dental and other benefits after qualifying period.

Accell offers competitive salary and a comprehensive benefits package.

* Please contact Gordon Woo at gordon_woo@accellcables.com or 510-770-8282

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