



Solutions Business Development Manager (m/f/d)

 Department: Safety

 Location: USA – Atlanta, GA/ Remote

 Status: Full-time

Your tasks:

Responsible for driving business growth by identifying and developing opportunities with large national and international accounts, building relationships with key stakeholders and executive decision-makers, and promoting standard and machine safety solutions. This role collaborates with internal sales, solutions, and global teams to support strategic account development, ensure successful project execution, maintain accurate CRM records, and achieve established sales objectives.

- Prospect and develop strategic national and international accounts.
- Build relationships with engineering, safety, operational, and executive-level decision-makers.
- Schedule and conduct calls, meetings, and presentations with key decision-makers to demonstrate the company's standard and machine safety solution capabilities and build strategic partnerships.
- Identify customer business objectives, support corporate initiatives, and uncover budgeted opportunities for solutions that align with organizational needs and priorities
- Coordinate as necessary with Leuze global resources to assure global strategic planning for targeted accounts
- Work with our Sales and Solutions Teams to coordinate efforts for quoting projects and making sure projects are executed in a way that meets customer expectations
- Maintain CRM data and activity tracking
- Meet or exceed assigned sales targets

Your qualifications:

- Bachelor's degree or higher – Preferably Electrical Engineering or some other technical discipline (Others considered based on experience)
- 5-10 Years' Automation Sales Experience – Solution Sales, Integration and Service Sales specifically
- Travel up to 50% required
- Ability to stay informed about industry trends, best practices, and emerging technologies
- Knowledge of Machine Safety Standards – ISO-13849 – ISO-12100 – ANSI B11 – Etc and the Machinery Safety Lifecycle
- CMSE® (Certified Machinery Safety Expert) certification or Functional Safety Certifications a definite plus
- Understanding of the Machinery Risk Assessment process
- Experience conducting Machinery Safety Risk Assessments is a definite plus
- Excellent verbal and written communication skills
- Interpersonal and customer service skills
- Excellent organizational skills and attention to detail
- Strong analytical and problem-solving skills
- Familiarity with SAP / CRM
- MS Office Suite proficiency

Benefits

- Competitive salary, plus yearly bonus
- Comprehensive benefits package including medical, dental, and vision coverage
- Company provided life, long-term, short term disability insurance and 401K match
- Individual development opportunities
- Extensive induction with a wide range of practical insights

About us

More than 60 years of experience have made Leuze a real expert in innovative and efficient sensor and safety solutions for automation technology. Today there are more than 1500 Sensor People around the world who are working with curiosity, passion and determination for progress and transformation. Their motivation is the continued success of their customers in an ever-changing industry. Leuze offers its customers a tailored competitive advantage through intuitive, reliable solutions for safe and non-safe position detection. For example, switching and measuring sensors, identification systems, solutions for data transmission and image processing. As a safety expert, the family company also focuses on components, services and solutions for occupational safety. Thanks to their broad and in-depth application expertise in the machine and system construction, the Sensor People are a competent and flexible partner for customers with a wide range of industrial requirements.

More information: www.leuze.com

Any questions?

Your contact Person is happy to answer questions regarding the position and the process.

Contact Person: Michelle Wesson

Function: Human Resources Manager

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