

LAUNCH TECH (USA), INC.

LAUNCH

1820 S Milliken Ave, Ontario, CA 91761
Tel: 562-463-1580 Fax: 562-463-1590

Position for Key Account Manager

We have an opening in our Diagnostics Sales division. If you are a professional and would like to come join our growing company, please read the requirements in full before submitting your resume. We work in a challenging environment where client's needs are always met -- even if we need to walk the extra mile to make things happen.

Who we are and what we do:

Founded in 2003, Launch Tech USA headquartered in Ontario, California has become a serious competitor in the US Automotive aftermarket. Our products are developed and manufactured by Launch Tech Co., Ltd. ("Launch China"), a public company headquartered in China. Launch's product lines are vast. What you will be involved with is the diagnostic line of automotive scan tools.

For more information, pls. visit:

www.launchtechusa.com

The Position:

The Key Account Manager's main responsibility is to drive and manage the sales team/dealer force for our Key Accounts, to deliver maximum financial results through driving sales and controlling expenses while ensuring consistent product training and demonstrations, for the Key Account and its end users. The incumbent exemplifies the values of the organization and ensures that they are upheld.

Key Responsibilities:

- Drives Account Sales Volume through various initiatives to include sales meetings, webinars and overall account management
- Maintains relationships with this account, ensuring sales cycle optimization
- Maintains Price and Product Integrity throughout all distribution within the channel
- Ensure compliance with all existing company policies
- Drives results by focusing on constant improvement and identifies opportunities to provide solutions to affect positive change
- Plans and makes decisions that reinforce priorities through both short and long range plans while incorporating our current MAP and E-commerce policies and Promotions
- Ensures successful execution of all company programs and policies
- Communicates and partners with counterparts in both Launch and Key Accounts to complete special projects and events
- Drives profitable sales through decisions made on inventory, presentation, and placement
- Fosters a respectful environment at all times and represents the company by exemplifying a professional presence

Requirements:

- Location: TBD
- At least 5 years experiences within the Automotive Industry with VERY strong, hands-on, knowledge of the automotive aftermarket--specifically with Diagnostic Scan Tools
- College graduate with Business and Management experience, MBA a plus
- Travel between 30-50%
- This position reports to the Vice President of Diagnostics and the CEO/President of Launch Tech USA

Compensation:

- \$45K base plus overrides.
- Health Benefits

Please send correspondence to:

hire@launchtechusa.com