

Senior Sales Account Specialist, GM

Descrição da função

Own What's Next.

At AUMOVIO, we own what we do: Developing and producing hardware, software, and services that shape the future of mobility. But what truly sets us apart are our people. People who thrive in our winning culture, driven by bold ideas. People who take a leap and create meaningful difference—together. Because we believe that the future belongs to those who own it. That's why we foster a culture where you own every step of the way.

Own your career, your growth, your skills, and your impact. Join us and own what's next.

Job Description

The Senior Sales Account Specialist, GM is responsible for driving business growth through the development of General Motors (GM) customer opportunities and the expansion of existing relationships within the automotive industry. This role is ideal for a highly motivated, customer-focused professional with a proactive, results-oriented mindset and a passion for identifying and winning new business. Working closely with customers and internal teams, the Sales Account Specialist, GM role is key for delivering growth, building strong partnerships, and achieving commercial success.

Key Responsibilities

- Identify, pursue, and secure new business opportunities within GM and prospective customer accounts.
- Develop and maintain strong customer relationships to drive long-term business growth and customer satisfaction.
- Serve as the primary point of contact between customers and internal teams, ensuring customer needs are effectively communicated and addressed.
- Support customer acquisition activities, including customer visits, presentations, RFIs, RFQs, and commercial negotiations.
- Work collaboratively with engineering, product management, operations, and finance teams to develop competitive customer solutions.
- Monitor customer programs, market trends, and competitive activities to uncover new growth opportunities.
- Support pricing activities, business case development, profitability analysis, and commercial decision-making.
- Build customer awareness of company products, technologies, and capabilities through regular engagement and relationship development.



Identificação da vaga
REF10879X

Área funcional
Key Account Management

Local
Auburn Hills

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Systems, Inc.

- Assist with forecasting, sales planning, and pipeline management activities.
- Represent the company at customer meetings, industry events, trade shows, and conferences as required.
- Support issue resolution and coordinate internal resources to ensure timely responses to customer needs and business opportunities.

Requisitos

Minimum Qualifications

- Bachelor's degree in Business, Engineering, Marketing, or a related field
- 5+ years of relevant experience in sales, business development, account management, engineering, project management, or a related automotive function.
- Experience supporting OEM customer accounts or automotive customer relationships; direct General Motors (GM) experience preferred.
- Demonstrated success identifying, developing, and winning new business opportunities.
- Strong communication, presentation, and relationship-building skills.
- Experience supporting customer negotiations, commercial discussions, and pricing activities.
- Strong organizational skills and attention to detail.
- Proficiency with Microsoft Office applications and standard business systems.
- Ability to manage multiple priorities in a fast-paced customer-facing environment.
- Ability to communicate effectively in English, both written and verbal, to support customer, commercial, and cross-functional business communications.

Preferred Qualifications:

- Master's degree in Business Administration, Engineering, or a related discipline.
- 5+ years with direct OEM customer account ownership, automotive electronics, commercial negotiations, or GM customer interface.
- Experience working within the automotive electronics industry.
- Knowledge of automotive OEM business processes and customer portals.
- Experience with project management and cross-functional team coordination.
- Understanding of product costing, financial analysis, and business case development.
- Experience working in a global or international business environment.

Additional Information:

- Ability to independently identify customer opportunities, follow through on commercial actions, and collaborate across functions to support business growth.
- Success in this role requires customer focus, sound commercial judgment, follow-through, and the ability to deliver results through cross-functional collaboration.
- The role requires frequent interaction with customers, internal

stakeholders, and cross-functional teams.

- Travel is required to support customer meetings, business reviews, industry events, and relationship-building activities.
- Experience with automotive product development, manufacturing processes, and electronic technologies is beneficial but not required for all candidates.
- Candidates should be comfortable working independently while effectively collaborating across multiple functions and organizational levels.
- Experience with Agile tools and methodologies such as Kanban, Scrum, or Jira is considered a plus.
- AUMOVIO may offer visa support for internal candidates who currently have a valid employment visa.
- AUMOVIO does not offer relocation assistance for this opportunity.

O que oferecemos

- This position requires a proactive, self-motivated individual who enjoys developing customer relationships and pursuing new business opportunities.
- Success in this role is driven by a strong customer focus, persistence, commercial awareness, and a passion for achieving results.(Employer-branding language based on the role's commercial growth focus.)
- The role requires frequent interaction with customers, internal stakeholders, and cross-functional teams.
- Travel is required to support customer meetings, business reviews, industry events, and relationship-building activities.
- Experience with automotive product development, manufacturing processes, and electronic technologies is beneficial but not required for all candidates.
- Candidates should be comfortable working independently while effectively collaborating across multiple functions and organizational levels.
- Experience with Agile tools and methodologies such as Kanban, Scrum, or Jira is considered a plus.

EEO-Statement:

EEO / AA / Disabled / Protected Veteran Employer. AUMOVIO offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, AUMOVIO complies with government regulations, where they apply, including affirmative action responsibilities for qualified individuals with a disability and protected veterans. To be considered, you must apply for a specific position for which AUMOVIO has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, AUMOVIO provides reasonable accommodations to qualified individuals with a disability.

Ready to take your career to the next level? The future of mobility isn't

just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

Quem somos

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.