

Regional Sales/Market Specialist

Descrição da função

We're looking for a detail-oriented and analytical **Regional Sales/Market Specialist** to join our team. In this role, you will be responsible for 20+ direct accounts for both OEM and Distribution for the CSV sales group. Your responsibility will be to maintain and grow sales at these customers located in NJ/VA/DE/MD/WV/NC/SC. You will also play a critical part in driving our sales strategy and market positioning by delivering actionable insights through comprehensive market research and sales data analysis. You will work collaboratively with sales, marketing, and leadership teams to identify market opportunities, analyze competitive landscapes, and support data-driven decision-making that directly impacts our business growth and revenue targets.

- Manage (20+) CSV customers in your territory including OEM and Distribution customers covering states DE/WV/VA/NJ/MD/NC/SC
- Develop sales strategies and grow sales
- Introduce new products and programs - Pro Viu Cameras and Mirrors to fleet customers

Requisitos

Minimum Qualifications:

- Bachelor's degree in Business, Marketing, Finance, Data Analytics, or a related field, or 10+ years of experience in lieu of a degree
- Minimum 5+ years of professional experience in sales analysis, market research, business intelligence, sales operations, finance, or product management
- Experience analyzing sales, customer, market, or operational data to identify trends and support business recommendations.
- Advanced Microsoft Excel skills, including pivot tables, lookup formulas, and data visualization.
- Experience using business intelligence or data visualization tools such as Power BI, Tableau, Looker, or equivalent tools.
- Ability to summarize data insights and present recommendations clearly to business stakeholders.
- Ability to manage multiple priorities, meet deadlines, and collaborate with cross-functional stakeholders.
- Attention to detail when validating, maintaining, and interpreting data
- Ability to travel up to 80%

AUMOVIO will not sponsor individuals for employment visas now or in the future for this job posting.

AUMOVIO does not offer relocation assistance for this opportunity.

O que oferecemos



Identificação da vaga
REF11144K

Área funcional
Marketing and Sales

Local
Allentown

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Systems, Inc.

What we offer

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Employee Discounts
- Competitive Bonus Programs
- Employee 401k Match
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

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.**

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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.