



OEM Account Manager (m/f) Minchinhampton, UK

The OEM Account Manager takes care of new OEM business opportunities in UK and works with existing OEM accounts to manage all aspects of the relationship between them and Topcon.

Responsibilities

- Prospecting new OEM accounts with the goal of adding new OEM customers to Topcon's customer base.
- Working with existing OEM accounts to manage all aspects of the relationship between them and Topcon.
- Presenting Topcon's capabilities to solve and satisfy customer needs, both from a marketing and engineering perspective.
- Defining customer project needs and communicating them to the appropriate Topcon personnel.
- Managing and contributing to the project tasks and communicating progress to the customer.
- Managing delivery of products to customers to include training, documentation, promotional material, etc.
- Communicating critical concerns of customers to management.
- Ensuring exemplary communication and documentation between Topcon and the customer.
- Providing required sales forecasts for each assigned account.
- Preparing and presenting training material as required to meet customer needs.

Qualifications

- Engineering or Agricultural degree preferred with experience in engineering and/or sales role.
- Agricultural background preferred but not required.
- Strong knowledge of markets served by Topcon.
- Experience with hydraulics, CAN BUS, ISO BUS, and precision ag equipment is an asset.
- Account management aptitude and skills is a must combined with technical knowledge.

The role is based at our site in Minchinhampton near Stroud, Gloucestershire but will involve significant travel throughout the UK and possibly overseas. It is expected that the role will spend at least 75% of its time travelling and with customers, which will vary on a seasonal basis and based on customer needs.

For more details or to apply for this role, please contact Katja Reiter, recruiting.eu@topcon.com.

From construction to agriculture we are transforming the way companies are doing business. We are headquartered in Livermore, California USA. Topcon Positioning Group designs, manufactures and distributes precise positioning products and solutions for the global surveying, construction, agriculture, civil engineering, BIM, mapping and GIS, asset management and mobile control markets. Its brands include Topcon Sokkia, Tierra, Digi-Star, RDS Technology and NORAC.



See how we are changing things: <https://www.youtube.com/user/TopconToday>

We are looking for employees who share our drive and desire to be part of something bigger than themselves and possess a passion to collaborate with others who are the best at what they do.

We are looking forward to receiving your application!