



Business Development Manager B2B Cellphone Accessory Sales Full-Time – Elgin, IL

New Vision Display is seeking a Business Development Manager responsible for aggressive sales growth within NVD's cell phone accessory and screen protector division. This position is based out of NVD's Elgin, IL office and reports directly to the Director of Sales for Global Components. Candidates must have 5-10 years' sales-related experience within the consumer electronics and accessories market, a successful track record in sales growth, and excellent communication and presentation skills. Candidates must also be able to travel.

Responsibilities:

- Generate new leads and aggressively grow sales
- Develop and manage customer relationships to ensure high satisfaction and retention
- Define NVD's business priorities based on rapidly changing market and technology demands
- Work closely with Program Management, Engineering and CSC teams to ensure high customer satisfaction
- Track sales details and provide regular reports to senior management

Desired Skills and Expertise:

- Minimum 10 years' experience selling to companies
- Minimum 10 years' experience working within the consumer electronics and accessories market
- Ability to manage a launch, coordinating activities with company internal departments
- Track record of sales success and over achieving sales goals
- Experience managing and closing complex sales-cycles
- Excellent communication and presentation skills
- Ability to travel extensively worldwide

New Vision Display is a global leader in manufacturing display, touch sensor, glass cover lens and screen protector products for small and medium-sized applications in the industrial, consumer, medical and automotive markets. NVD has over 3,000 employees worldwide with three factory locations in China. Sales and Technical Support teams are conveniently located across the USA, Europe, and Asia, available to customers in their time zone and language.

NVD's expertise includes passive and active matrix liquid crystal displays, OLED displays, projected capacitive touch technology, and chemical strengthening of glass for cover lens and aftermarket screen protectors. NVD is a one-stop solutions partner for display and touch modules and periphery, providing full-service product design, new product introduction, precise manufacturing, logistics and local support.

NVD has a strong reputation in the industry of offering innovative solutions, superior quality products, and excellent service to customers. NVD provides an energetic, respectful and positive working environment with competitive pay, excellent benefits and opportunities for growth.

Interested applicants should send resume and cover letter to BobLemmons@newvisiondisplay.com.