

American Center for  
Mobility

Job Description

Job title: Account Development Manager

Location: Willow Run, Ypsilanti, MI

Reports to Director of Sales

The American Center for Mobility (ACM) is a global development center for transforming the way industries advance safe, sustainable, and secure mobility technologies. ACM offers: an Advanced Mobility Proving Ground with test environments featuring specialized infrastructure, equipment, facilities and resources; An EV Charging testbed for testing EV charger performance; An innovation and technology campus with an industrial tech park for the co-location of mobility companies; Event and demonstration areas for showcasing mobility technologies and convening industry activities. The American Center for Mobility is open to private industry, start-ups, government, standards bodies, and academia.

## **Position: Account Development Manager**

Responsible for Business Development & Account Management for prospects and customers in the mobility industry. Preferred experience in AVS, ADAS, and EV testing for advanced safe, secure and sustainable mobility industries.

The Business Development & Account Manager will be responsible for managing relationships, proposal, project management and working with scheduling, operations and engineering through completion of projects.

### **Responsibilities:**

- Direct and manage overall Business Development and Sales process which includes client and project pursuits, RFPs, proposals, key wins and losses, industry activities and other general BD/marketing/Sales responsibilities
- Cultivate and mine relationships that will help company sell and Cross-sell our services and facility to new and existing customers
- Manage key client relationships and professional organization membership and networking
- Oversee, manage, and provide client support for key customers with multiple programs
- Comfortable driving growth through accountability measured against sales quotas
- Ability to learn and sell multiple service offerings, including, but not limited to Engineering and Vehicle Testing Services, EV Charging, EV Interoperability, and cybersecurity Services
- Dedicated and methodical documentation of client activities in Salesforce
- Leverage existing contacts to develop long term clients
- Research potential Clients to determine ACM and establish initial and follow-up contacts with identified key decision makers
- Follow up and Close on Active Proposals
- Assist with negotiation of budget, scheduling and other client provided forms of agreement before arriving at the facility
- Directs the activities and monitors the results of team and projects

- Attend professional organization, government and technical meetings/events as a representative of ACM and coordinate/participate in these meetings and events on a regular basis

### **Skills & Qualifications:**

- Experienced Outside Sales professional with proven track record preferably in the Mobility testing space with 5+ years' of Business Development experience with direct experience in AV's, ADAS and EV's testing preferred
- Experienced and proficient presenting and selling to testing manager, engineers, C-Level executives and other mobility industry professional
- Skilled identifying and opening doors with decision makers
- Proficient in managing multiple concurrent opportunities from inception to close
- Skilled in interpersonal interactions with clients at multiple levels: C-Suite, Project Managers, Estimators, Project Engineers
- Experienced in facilitate strategy meetings and client pursuits teams
- Proficient with CRM's (Salesforce), Microsoft Office
- Capable of tracking and monitoring account performance, project revenue, and maintain critical reporting excellence
- Be capable to discuss and negotiate service proposals and win work

### **Additional Requirements:**

Qualified candidates must be legally authorized to be employed in the United States. The employer does not anticipate providing employment related work sponsorship for this position (e.g., H-1B status).

ACM is an equal opportunity employer that celebrates diversity and is committed to creating an inclusive environment for all employees. ACM does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.