

Job Title: MRO/OEM Business Development Specialist



Company: Richardson Electronics Ltd.

Type: Full time

Job Description Excellent sales position requiring telemarketing of known customer base for various products and applications. Will work closely with Sales and Product Management on defined projects.

Job Responsibilities:

Essential Job Functions:

- Direct proactive contact for prospecting new and inactive customers follows a structured lead generation approach with specific lead generation objectives.
- Assists in the development and successful implementation of Marketing campaigns, such as Email Blasts or other promotional activities in coordination with Marketing and Product Management.
- Develop accounts, sales and profit growth.
- Promotes associated selling in order to maximize revenue at key accounts
- Processes RFPs, quotes and orders as needed.
- When required, schedule regular field visits at Key accounts and develop relationships at corporate level
- Coordinate activities with customer service, product managers, Purchasing and credit.
- Analyzes and evaluates sales and the performance of customers in relation to forecasts, quota and potential.
- Gathers market intelligence related to product, price and competition for review with Product Management, Purchasing and superiors.
- Attends and participates in sales meetings, seminars and sales training as required and assigned.
- Prepare and submit all required reports, projections and budgets in a timely manner.
- First level of escalation for technical requests. Works with Product Management Engineers to support customers.

Non-essential Job Functions:

- The majority of duties will be project based.
- Other duties as assigned.

Supervisory Responsibilities: None

Working Environment: Office and direct customer contact

Qualification Requirements: Interest in and ability to quickly learn about technical products used in broadcast, industrial, avionics and marine applications. A degree in engineering or another technical-related field helpful but not essential. Strong desire to be in sales with opportunity to progress in an organization based on performance is critical. Qualified candidates will be highly motivated with excellent communication skills.

About Richardson Electronics: Richardson Electronics, Ltd. is a leading global manufacturer of engineered solutions, power grid and microwave tubes, and related consumables; power conversion and RF and microwave components including green energy solutions; high-value replacement parts, tubes, and service training for diagnostic imaging equipment; and customized display solutions. More than 60% of our products are manufactured in LaFox, Illinois, Marlborough, Massachusetts, or Donaueschingen, Germany, or by one of our manufacturing partners throughout the world. All our partners manufacture to our strict specifications and adhere to our supplier terms and conditions. We serve customers in the alternative energy, healthcare, aviation, broadcast, communications, industrial, marine, medical, military, scientific, and semiconductor markets. The Company's strategy is to provide specialized technical expertise, and "engineered solutions" based on our core engineering and manufacturing capabilities. The Company provides solutions and adds value through design-in support, systems integration, prototype design and manufacturing, testing, logistics, and aftermarket technical service and repair through its global infrastructure. More information is available at www.rell.com.

Equal Opportunity Commitment: Richardson Electronics is an international organization with offices worldwide. We are committed to fostering a workplace where all employees have equal opportunities to succeed, grow, and contribute. We believe in creating an environment where every individual is valued, respected, and supported. By promoting fairness, inclusivity, and a culture of mutual respect, we ensure that our employees, customers, and the communities we serve can achieve their goals. Our ability to bring together individuals with diverse skills, experiences, and perspectives is essential to our continued global success.

Equal Opportunity Employer/Veterans/Disabled

**Must be authorized to work in the US.*

Please send resume to: annieh@rell.com

Required postings:

Family Medical Leave Act (FMLA) <https://www.dol.gov/whd/regs/compliance/posters/fmlaen.pdf>

Employer Polygraph Protection Act (EPPA) <https://www.dol.gov/whd/regs/compliance/posters/eppac.pdf>

Equal Employment Opportunity (EEO) Know Your Rights https://www.eeoc.gov/sites/default/files/2023-06/22-088_EEOC_KnowYourRights6.12.pdf

Invitation to Self-Identify <https://www.rell.com/webfoo/wp-content/uploads/2023/10/Invitation-to-Self-Identify.pdf>

Pay Range: \$50,000 to \$65,000 plus incentive

Benefits: Our benefits package includes comprehensive health insurance with multiple PPO and HSA plan options, as well as dental and vision coverage. We offer flexible spending accounts (FSA), life insurance, voluntary life insurance, short- and long-term disability (STD & LTD), an employee assistance program (EAP), smoking cessation support, weight management program, pet insurance, LifeLock identity protection, and a 401(k)-retirement plan. Additionally, we provide generous vacation time, sick/personal days, 10 paid holidays, and tuition reimbursement to support ongoing education and work-life balance.