

# Jim Eilers

Sales Account Manager at Hosiden America

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## Summary

Creation and execution of major account strategy and management for top-tier multinational OEMs and their highly integrated value chains. Meeting corporate set growth objectives through the identification and securing of new business, as well as successfully supporting and organically growing existing business. Successful orchestration of complex technical solutions through a geographically diverse team of eco-system contributors, and negotiation of financial and contractual terms.

## Specialties

Account Management, Customer Support Functions, Identification of New Business Opportunities

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## Experience

### **Sales Account Manager at Hosiden America Corporation**

July 1996 - Present (19 years 1 month)

Create and drive major account strategy and management for top-tier multinational computer OEMs and their highly integrated value chains. Role includes meeting corporate set growth objectives through the identification and securing of new business, as well as successfully supporting and organically growing existing business. Success requires orchestrating complex technical solutions through a geographically diverse team of eco-system contributors, and negotiating financial and contractual terms in a timely fashion. Own inside and outside sales, account management, and customer support functions.

*1 recommendation available upon request*

### **Product Manager at Kel Connectors, Inc.**

July 1989 - July 1996 (7 years 1 month)

Marketing and sales of standard and custom connectors to key accounts. Provided technical support to and training of manufacturers' sales representatives and distributor salespersons. Reported U.S. market trends to corporate management. Presented technical papers at connector industry symposiums.

### **Sales at KEL Corporation (Japan)**

July 1987 - July 1989 (2 years 1 month)

Liaison between U.S customers and Japanese manufacturing. Provided technical and logistics support of U.S distributors and sales representatives. Gained in-depth knowledge of Japanese business practices. Prepared sales promotional materials and press releases.

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## Languages

**Japanese**

(Elementary proficiency)

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## Skills & Expertise

**Hardware**

**Strategy**

**Sales Management**

**Contract Negotiation**

**New Business Development**

**Account Management**

**Management**

**Sales**

**Negotiation**

**Project Management**

**Solution Selling**

**Product Development**

**Key Account Management**

**Sales Operations**

**Product Management**

**Direct Sales**

**Product Marketing**

**Supply Chain**

**Cross-functional Team Leadership**

**Sales Process**

**Program Management**

**B2B**

**Business Development**

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## Education

**University of Missouri-Columbia**

BSIE, Industrial Engineering, 1977 - 1981

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## Interests

DisplayPort, Project Management, USB-IF

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## 1 person has recommended Jim

"Jim is a very skilled sales professional with a strong background in account management, sales and business development. I can, without hesitation, provide my highest endorsement for Jim based on some strategic sales initiatives we worked on together. He understands the dynamics and challenges of building effective business relationships better than anyone. He is a team player, outstanding communicator, and very knowledgeable in his area of expertise. He's outstanding with customers and has great skills to work with different cultures overseas, to help the accounts he manages. He is one of the main reasons why people remember the company, people always recognize him wherever he visits."

— **Walter V.**, *Sales Account Manager, Hosiden*, worked with Jim at Hosiden America Corporation

[Contact Jim on LinkedIn](#)