

# Einfach bessere Jobs finden.



## Key Account Manager (m/w/d)

### Apply today!

We are looking for you as a **Key Account Manager Industrial & Energy (m/f/d)** for our customer!

Do you have **international experience**?

Do you have **management skills** and are a **team player**?

### Your tasks as a Key Account Manager:

- ✓ Establishing and maintaining major account relationships especially within leading OEM and EMS/Tier's in DACH+Central EUROPE
- ✓ Maintenance and further development of a sustainable customer relationship of acquired new customers in DACH+Central EUROPE and other countries if necessary
- ✓ The aim is to identify projects at an early stage in order to be the first player/innovator to win the project and generate significant revenue
- ✓ Identifying key areas of influence within the defined accounts, identifying decision makers and ensure they are aware of the benefits and business advantages
- ✓ Together with the Sales Manager, put forward a comprehensive account strategy in order to reach and exceed the sales target
- ✓ Leading and driving the follow-up and closing of major deals through business development
- ✓ Internal & External Project management within HF Group in order to achieve the requested success
- ✓ Continuously analyzing the market with regards to opportunities and projects
- ✓ Permanently maintaining CRM and in SAP the relevant Sales input e.g. monthly FC-update, etc.
- ✓ Forecasting and Business/Budget-Planning (in SAP)
- ✓ Reporting on Sales results
- ✓ Traveling on a regular basis to the customers, fairs, factory and other necessary meetings
- ✓ On-going promotion activities

### Your qualification as a Key Account Manager:

- ✓ Bachelor Degree in engineering or similar technical Background
- ✓ 5 years of Industry Experience
- ✓ International Experience
- ✓ Intercultural, Presentation and Management skills
- ✓ Ability to manage the complex selling process, consisting of engagement at all levels, from engineering & technical teams

**Your advantage as a Key Account Manager:**

- ✓ Permanent employment
- ✓ All-round support from your contact person at Hofmann
- ✓ Quick and easy entry
- ✓ Holiday and Christmas bonuses
- ✓ Length of service is rewarded!

**Your contact to Hofmann:**

Are you interested in the job as a human **Key Account Manager Industrial & Energy (m/f/d)**?

Then we look forward to receiving your application!

Please send an email to: [jobs-frankfurt-main2@hofmann.info](mailto:jobs-frankfurt-main2@hofmann.info)

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