Key Account Specialist

Descrição da função

We're looking for a strategic and results-driven Key Account Specialist to join Key Account team in Seoul, Korea. In this role, you will be responsible for managing and nurturing relationships with our most valued clients, driving revenue growth, and ensuring exceptional service delivery. The ideal candidate will combine strong business acumen with excellent interpersonal skills to identify opportunities, develop customized solutions, and exceed client expectations in a dynamic, fast-paced environment.

- Develop and execute strategic account plans to maximize revenue potential and market penetration for assigned key accounts
- Build and maintain strong, long-term relationships with senior-level clients through regular communication, business reviews, and proactive engagement
- Identify client needs and pain points, then propose tailored solutions that align with their business objectives
- Collaborate with internal teams including sales, product, and customer success to ensure seamless service delivery and client satisfaction
- Monitor account performance metrics, analyze trends, and prepare comprehensive reports on account health, growth opportunities, and revenue forecasts
- Negotiate contracts, pricing agreements, and service terms while maintaining profitability and company standards
- Conduct regular business reviews with key accounts to assess satisfaction, address concerns, and identify upsell and cross-sell opportunities
- Represent the organization professionally at client meetings, industry events, and networking functions to strengthen market presence and relationships

Requisitos

Required Qualifications:

- Minimum 3 years of account management, sales, or business development experience
- Proven track record of successfully managing and growing key/strategic accounts
- Strong proficiency with CRM software and sales analytics tools
- Excellent communication, negotiation, and interpersonal skills
- Demonstrated ability to analyze market data and develop strategic account plans
- Strong organizational skills with the ability to manage multiple accounts simultaneously
- Results-oriented mindset with a focus on achieving revenue targets and performance metrics
- Ability to work independently and collaboratively within a team

Identificação da vaga
REF100480D

Local
Seoul

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental Tire Korea Co., Ltd.

environment

Preferred Qualifications:

- Experience working in the Seoul market or with Korean clients
- Fluency in English(written and verbal)
- Experience managing enterprise-level or complex accounts
- Knowledge of relevant industry verticals or market segments
- Project management experience and familiarity with cross-functional collaboration
- Experience with customer success or account retention initiatives

O que oferecemos

Resume Template

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 76,000 people in 54 countries and markets.

Tire solutions from the Tires group sector make mobility safer and smarter. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world’s largest tire manufacturers. In fiscal 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division currently employs around 53,000 people worldwide and has 19 production and 16 development sites.