

# Key Account Manager

## Your tasks

### Your Responsibilities

As a Key Account Manager, you will be responsible for developing and executing acquisition strategies, managing customer relationships, and driving profitable growth. You will lead the full sales process from pre-acquisition to spare parts sales, ensuring customer satisfaction and business success.

### Key Responsibilities:

- Manage the entire acquisition and quotation process
- Lead price, contract, and claim negotiations
- Develop customer-specific strategies and product offerings
- Conduct market and competitor analysis to optimize portfolio
- Build and maintain long-term customer relationships
- Support internal and external reporting, audits, and events

## Your profile

### Education & Experience:

- Master's or Bachelor's degree in Engineering or Business
- Minimum 3 years of experience in key account management or customer-facing commercial roles
- Familiarity with IATF 16949 / TS 16949 environments
- Project management experience is a plus

### Skills & Competencies:

- Strong negotiation and communication skills
- Solid knowledge of project management, pricing, and market intelligence



Job ID

**REF85223D**

Location

**Timișoara**

Leadership level

**Leading Self**

Job flexibility

**Hybrid Job**

Legal Entity

**ContiTech Thermopol Romania  
S.R.L.**

- Technical understanding of products and future technologies
- Proficient in CRM and reporting tools (e.g. Power BI, Salesforce, MS365 Apps)

#### Personal Attributes:

- Customer orientation & ownership mindset
- Results-driven & problem-solving approach
- Intercultural competence & team spirit
- Adaptability & eagerness to learn

### **Our offer**

#### Why Join Continental?

- Work in a global, innovative environment
- Shape the future of mobility and industrial solutions
- Benefit from personal development opportunities and a collaborative culture

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

### **About us**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.