Key Account Manager

Náplň práce

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

Profil kandidáta

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

ID pozície
REF94420W

Pracovná oblasť
Marketing a predaj

Miesto práce
Temešvár

Úroveň vedenia ľudí
Leading Self

Flexibilita
Remote Job

Právnická osoba
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)
- Language; fluent in English, other languages beneficial (German, Hungarian, etc.).

Personal Attributes:

- Customer orientation & ownership mindset
- Results-driven & problem-solving approach
- Intercultural competence & team spirit
- Adaptability & eagerness to learn
- Willingness to travel 20–30%.

Čo ponúkame

What We Offer:

- **The 13th salary –** Paid once a year, in December;
- **Meal tickets -** With a value of 40 Ron;
- **Hybrid schedule** – Work-life balance is important, so we offer a flexible schedule. Please agree on this with your superior;
- **Private Health Insurance** – Health is the most important, so we offer you a medical subscription through Signal Iduna;
- **Referral bonuses -** We encourage colleagues to refer new candidates to us and, at the same time, to get the chance to receive a bonus;
- **Bookster –** Feed your body and your mind. You can borrow books and you'll receive them at the office;
- **Sports benefits**- It's important to stay active, so we offer you the 7Card;
- **Discounts at our partners –** We collaborate with different vendors, and we receive discounts for various products/ services like rubbers, restaurants, kindergartens, etc;
- **System for Rewarding Improvement Ideas –** We have an internal improvement program (Continental Idea Management) that gives you the opportunity to come up with ideas and to be honored with an attractive bonus (this is established by the CIM team according to your improvement idea);
- **Happy days –** If you or your child is getting married, or you become a parent, you receive some extra free days;
- **Life events celebration** - If your family is growing, we praise your newborn with a bonus;
- **Unfortunate events** - In case of unhappy events in your life, we support you by offering you free days and financial support (handled on a case-by-case basis);
- **Extra vacation days** – You begin with 22 vacation days/year, and starting with the 3rd year with us, we offer you 1 more day of

vacation and, afterward from 2 to 2 years you'll get one more extra day (the maximum you can achieve is 27);
- **Transport from the Timisoara area –** You can choose to come with the bus provided by the company if you'll work from the plant location/office;
- **Professional development** - Many opportunities to develop yourself within the company;
- **Diversity and multicultural mindset** - We encourage you to join us no matter who, where, or what you are. We have colleagues from different nations and a variety of languages are spoken in our company.

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O nás

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.