

# Key account manager

## Descrição da função

The Key Account Manager holds the overall responsibility for the management and extension of business relations with key customers and partners from our target industries. This role drives the business across all product lines of CT IEMEA. The position holder develops and tracks the business strategy for the target customers and defines appropriate measures for the successful execution, while coordinating colleagues from various functions to execute the relevant projects in a highly complex setting.

This position represents the internal and external interface on the commercial and technical side between CT IEMEA and the assigned customers. It represents the voice of the customer within CT IEMEA, while taking an active role which is focused on revenue generation, profitable growth and critical task management. Due to the market specific conditions, key account management skills, project management skills and market understanding are needed.

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

## Requisitos

- Bachelor's or Master's degree in Engineering or Business
- At least 10 years' experience in Key Account Management and / or Sales
- Strong experience in rail industry, automotive supplier, or Off-Highway industry
- Excellent communication skills and the ability to connect with people of different cultural backgrounds
- Excellent spoken and written in English
- Strategic mind set, self-motivated with strong work ethics
- Strong negotiation and closing skills
- Added value & Solution oriented
- Assertive team player
- Willingness to travel

## O que oferecemos

Customer orientation & ownership mindset  
Results-driven & problem-solving approach  
Intercultural competence & team spirit



Identificação da vaga  
**REF96279P**

Área funcional  
**Marketing and Sales**

Local  
**Szeged**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Hybrid Job**

Pessoa jurídica  
**ContiTech Rubber Industrial Kft.**

Adaptability & eagerness to learn

#LI-BV1

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## **Quem somos**

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.