

Key account manager - CTBC

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 8 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

What we offer:

The 13-th salary - Paid once a year, in December;
Meal tickets - With a value of 40 Ron;



Identificação da vaga
REF96297Q

Área funcional
Key Account Management

Local
Timisoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

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

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. We reward employees who reach 15 and 20 years within the company with another day of vacation, reaching a maximum of 29 days.

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.

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

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.