A team in motion.

We are leaders in the development and installation of customized control solutions in the field of intralogistics. Our teams are active throughout Europe and work in a family-like environment that respects the value of their performance. At our site in Ettlingen, we employ around 200 people from over 28 nations. Our international clients, such as Amazon, DHL, Kaufland, Würth and Berlin airport, appreciate our modern work mentality and have been relying on our support for years.

Build international customer relationships, tap into new business opportunities and help us grow our key accounts. Join our team in Ettlingen, Baden-Württemberg, as:

Key Account Manager (all genders) - full-time (40 hrs)

Where you keep things moving

- You will actively help **shape** the **establishment** and **further development** of our key account structure and continue to refine sales processes and strategies.
- You will provide comprehensive support for our key accounts, **develop long-term customer relationships** and build strong networks with decision-makers and relevant contacts.
- You will **identify business potential** with existing customers, **develop new business opportunities** and thereby make a significant contribution to our growth.

- You navigate **complex international customer organizations** with confidence, understand formal and informal decision-making processes and leverage them strategically to achieve mutual business success.
- You will **advise our customers** as an equal partner, evaluate technical requirements and work with them to develop tailor-made solutions.
- You **conduct commercial discussions** and **international contract negotiations**, confidently representing our company's interests.
- You **coordinate** collaboration with our internal departments and ensure the successful implementation of client projects.
- You take responsibility for **developing your key accounts**, act pragmatically and actively contribute your ideas and hands-on approach.

How to reach your destination

- A degree in engineering or technical training, as well as several years of experience in key account management or in **serving demanding clients**—ideally in automation technology, intralogistics or warehouse logistics.
- **Strong technical understanding** and the ability to quickly grasp complex technical concepts and communicate them clearly.
- Experience in the **technical and commercial evaluation** of projects, as well as in leading contract and pricing negotiations, ideally in an international setting.
- **Entrepreneurial mindset**, strong customer focus and a keen sense for business potential and growth opportunities.
- Experience working with **complex customer organizations**, as well as a good understanding of formal and informal decision-making structures and processes.
- **Confident demeanor**, strong communication and negotiation skills and business-fluent English.
- An independent, pragmatic and **solution-oriented approach to work**, as well as a strong team spirit and a **hands-on mentality**.

Benefits all the way

- A structured onboarding process, personalised mentoring and professional dialogue with colleagues will ensure you to get off to a good and clear start
- Company car and company mobile phone, also for personal use

Familiäres Umfeld

30 Tage Urlaub

13 Gehälter

Weiterentwicklungs-möglichkeiten

Betriebliche Altersvorsorge

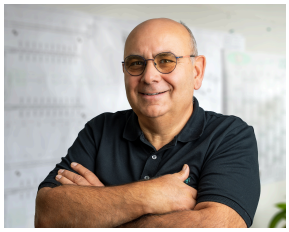
Prämien & Geschenke

Not yet in Ettlingen?

We will help you to settle in quickly, no matter what stage of life you are in – we will find a solution. If you move to Ettlingen, you will receive a relocation allowance from us. If you are not yet proficient in German or English, you can take part in language courses free of charge. There is also a subsidy for childcare, because it is important to us that your family feels at home here.

Your salary will depend on your qualifications and experience and will be discussed with you personally.

Your contact person



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APPLY NOW.

Jetzt Bewerben

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