

Our Customer is one of the leading European experts in the field of professional work environments. Since its establishment in 1896, several generations have made our customer into the great company and market leader it is today. 1800 employees generate ~300 Mio. € sales p.a. Their products and projects are the result of their knowledge, craftsmanship and passion for design; they are models of ergonomics, functionality and sustainability.

What makes our customer unique?

- They provide one of the highest global standards in ergonomic design
- They are the largest European player with a Dutch Design signature
- Research and development, production, marketing, sales and service: Our customer controls the entire chain
- They are the first company in their industry to implement the principles of the Cradle-to-Cradle design philosophy
- They have the most extensive and most well-distributed European network
- They have the largest installed base in Europe

We have challenging vacancy at our customer

International Key Account Manager

Location: Süddeutschland / Home Office

About the job:

Strengthening the Large Market position internationally, through increased focus on international customers and Influencers. To realize the budgeted turnover, margin and profit. Key focus on developing new business opportunity projects, Key Accounts, increase market share, profitability and the promotion of our customer by a solution driven execution and excellent teamwork closely with the International Sales Teams.

Responsibilities

- Active acquisition of new International Key Accounts and Large Projects
- Focus on predefined hunting accounts and work on multi-year contract relations
- Develop proactively existing single country customers towards multi country international accounts.
- Actively build, develop and explore business network (REFM and A&D)
- Responsible for turnover and margin
- Coordination and being responsible for cross boarder international tenders
- Preparation, implementation and monitoring of the progress of the (multi) yearly IKAM plans
- Leading or participating in various project groups and working groups
- Periodic reporting of IKAM management information
- Providing input and exchange: competition, product development, etc.

Required Experience & qualifications

fit4retail GmbH – Wulbern 9 - 59368 Werne

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- High level of professional and intellectual ability (e.g. degree or higher professional education in business administration, business economics).
- At least 5-years experience in an international commercial B to B environment with demonstrably successful achievement of improvements in performance.
- Additional study programs/courses relating to Facilities Management, Real Estate and/or Marketing.
- Preferably has an up-to-date network of influencers in the fields of Facility, Procurement and Real Estate.
- Sound knowledge of the furnishings and fittings market and experience of complex (inter)national tender processes.
- Has an understanding of business economics.
- Sound knowledge of PC applications, particularly in relation to presentation.
- Good command of German and English, both oral and written.

What do we offer?

Challenging position, where you can make full use of your talents and develop them further; a pleasant, inspiring and innovative work environment;

Interested? Apply now!

To learn more about this vacancy please contact us.

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fit4retail GmbH

Personalvermittlung, Vertriebs- und Unternehmensberatung

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