

MEC's **Castolin Europe** division is implementing a dynamic sales structure with international business development managers in order to meet challenging market chances and requirements. In order to enforce our international Key Industry Sales team we're looking for a

International Key Account Manager (m/f)

Reference-No. 2011-05-CE

Scope of duties:

- Develop and maintain profitable sales within International manufacturing industries (KAM), mainly, but not limited to, manufacturing of process industry equipment at a local and international level, to ensure the company's business success within the agreed strategy and budget responsibility.
- Both sell directly and accelerate and support local sales to customers in KAM industries and related industries based on core applications (machines, systems, products, coated parts and/or coated customer parts).
- Formulate, implement & follow up marketing plans for the KAM industry or industries assigned with a focus on providing value and efficiency to the customers.
- Formulate key application specifications, together with product managers and Castolin Service managers for specific products for the KAM industries.
- Work on mid- and long term projects and developments together with KAM industry customers
- Conduct market research and obtain feedback from sales managers or salesmen, to identify new market opportunities
- Analyse Castolin performance in the industry assigned, in terms of net contribution (volume & margin), market share, product mix, costs, and other relevant variables. Work out pricing concepts for Castolin KAM solutions.
- Support and coordinate the technical service, logistical and marketing efforts for the industries assigned.
- Conduct and support negotiations and commercial contracts.
- Find and coordinate suitable sub-suppliers internal and external.
- Secure and develop quality assurance.

Required Qualification:

- Technical education with distinctive commercial background or similar.
- Experience from KAM in an international environment.
- Experience from negotiations and commercial contracts.
- Experience and a network from building up a KAM organisation
- Capable to get to know the companies processes and activities within a short period of time
- Microsoft Office knowledge, computer literate
- Languages: English, fluent spoken and written, required and additional languages are favourable.
- Working style:
 - Can manage high work load and stress
 - Handle very frequent pan-European travelling
 - Good communication skills
 - Good organizer, structured working style
 - Experienced, motivating and coaching leadership skills
 - Team player
 - Hands-on mentality

Place of work:

- Castolin Europe organization; employment contract with local MEC company
- Extensive travelling

Application:

Please send your application documents **mentioning the reference-no.** to Gabriele Antoni-May at info@mec-holding.de