

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) Power Industry

Reference-No. 2011-07-CE

## Scope of duties:

- Develop and maintain profitable sales within Power Industries Europe 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 Process industries and related machinery construction or engineering companies based on core applications (products, focus on key applications of Castolin Service and Site Service).
- Formulate, implement & follow up marketing plans for the Process 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 Process industries.
- Work on mid- and long term projects and developments together with Process 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 Service applications
- 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 including HSE and PPE.

## Required Qualification:

- Technical education with distinctive commercial background or similar.
- Experience from Process industry maintenance and service in an international environment.
- Experience from negotiations and commercial contracts.
- Experience from building up a maintenance 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](mailto:info@mec-holding.de)