

MORE POWER – MIT DIR!

Key Account Manager (f/m/d)



Smart Battery Solutions GmbH is an innovative company based in Kleinostheim. We develop and produce intelligent battery systems for many applications, such as emergency systems, cordless screwdrivers, medical technology, e-bikes or even electric vehicles.

Our repeated successes as a growth champion in a study by Focus and Statista show that it pays to always think one step ahead.

Choose us and write the success story of Smart Battery Solutions GmbH together with us!

YOUR TASKS:

- Continuous market and competition monitoring
- Development of sales strategies in line with corporate strategy and their implementation
- Identification of customer-specific requirements as well as internal coordination
- Contract negotiations including price and condition negotiations, preparation of corresponding offers and their follow-up
- Contact person for our B2B customers in all matters
- Interdisciplinary cooperation with all important functions of the company and the customers (development, production, purchasing, logistics, quality)
- Presence at trade fairs, trade events and customer events
- Regular sales and demand planning
- Further development of customer sales and acquisition of new customers

MORE POWER – WITH YOU!



YOU OFFER US:

- Successfully completed studies in the field of business administration, industrial engineering, engineering sciences or a comparable discipline
- Several years of professional experience in a comparable function, preferably in technical sales of innovative products and services
- Business fluent in English
- Very good knowledge of common MS Office applications
- Strong communication and negotiation skills as well as rhetorical skills
- Strategic and entrepreneurial thinking
- High result and target orientation

WE OFFER YOU:

- A secure job in a promising growth market
- Exciting and varied activities
- The opportunity to develop yourself together with the company
- Many employee benefits, such as free drinks, fresh fruit, voucher card after the probationary period
- Start-up atmosphere with "you-culture", short communication channels and helpful colleagues

Does that sound like you? - Then become part of our fast-growing company and apply!

Please send us only application documents in pdf format and let us know your salary expectations and your earliest possible start date.