

MORE POWER – WITH YOU!



MORE POWER FOR YOUR LIFE -

MORE POWER FOR OUR COMPANY!

"Power wherever you want" - this is not just a slogan of Smart Battery Solutions GmbH from Kleinostheim. It is the guiding principle of the entire workforce and our four managing directors. Everything we think and do revolves around the development and production of individual, high-quality battery solutions. Our customers are active in exciting segments such as micromobility concepts, e-bikes or e-cargo bikes, water sports applications, mobile robotics and other interesting high-end industries.

Our repeated successes as a "Growth Champion" in a study by Focus and Statista as well as our awards as "Bavaria's Best 50" award winner and as "Top Innovator 2022" (TOP 100) show that it pays to always think one step ahead.

In the course of our company's growth we are looking for you as a

Key Account Manager (f/w/d)



YOUR TASKS:

- You drive our company growth by further expanding the existing B2B business and acquiring exciting new customers through continuous market and competition analysis
- You identify customer-specific and market-relevant requirements, create corresponding sales strategies and derive sales and demand planning from them
- You independently take over contract negotiations including price and condition negotiations, prepare corresponding offers and follow them up
- You communicate on all hierarchical levels within our company and with the relevant contacts of our customers, be it in development, production, quality or in purchasing
- You present our company at trade fairs, trade events and customer events

MORE POWER- WITH YOU!



YOU OFFER US:

- You have successfully completed a degree in business administration, industrial engineering, engineering or a comparable field of study
- You already have several years of professional experience in a comparable function, preferably in technical sales of innovative products and services
- You have business fluent English skills
- You think strategically and in terms of the company and are always result and goal oriented
- You have very good communication and negotiation skills as well as strong rhetorical skills

WE OFFER YOU:

- Good work should be rewarded appropriately - after the probationary period you will receive a voucher card with a monthly top-up of 50 EUR net; you can benefit from discount campaigns of our "Corporate Benefits" program and you will receive a 20% contribution to a company pension scheme
- We want to celebrate our successes - we do this with a summer party and a Christmas party and in case of a good business result we will involve you with a special bonus
- For us, continuous development is crucial to our success - that's why we also encourage your personal development.
- A healthy working environment is important to us - you have the opportunity to work in our air-conditioned offices or on a mobile basis up to two days per week.
- To make our employees feel comfortable, we offer culinary highlights such as our coffee with "free refill guarantee" and the popular "kebab day".

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.

