



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref: BM/1341

ACCOUNT MANAGER AUTOMOTIVE

Our client:

International technology solutions group. For CEER headquarters, we are now looking for a young sales professional to add real value to the company's continuing growth.

Location: Ismaning

Responsibilities:

- develop the sale of projects and solutions to new automotive accounts
- increase market share, create new reference accounts and carry out segment penetration
- identify and close new opportunities at existing accounts
- develop the sales pipeline in liaison with local marketing, marcom and professional services teams
- manage the sales cycle from prospecting to deal close
- opportunity follow-up and reporting
- competitive analysis and benchmarking
- anticipate long-term technological innovations
- you report to the VP Sales Automotive

Requirements:

- at least 5 years' experience in direct sales of high-value solutions
- proven success in large international account management
- knowledge of the manufacturing sector
- experience of selling to Automotive Tier suppliers a distinct advantage
- fluent English: written and spoken
- willing to travel (60%)
- high integrity
- keen to work in a very multicultural team

Please e-mail your application to: first@campbell.de