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**Key Account Manager**

**CHEMICAL ENGINEERING**

**Kärcher ,** which is the largest manufacturer of cleaning systems in the world is looking for a self-motivated Key Account Manager, to create and grow key accounts in Greece, mostly in Athens, by developing and implementing company’s strategic plans.

**MAIN RESPONSIBILITIES**

The successful candidate will have to:

• Support and nurture a network of organizations/personnel and decision makers of key accounts in building service contractors

• Identify market trends and translate them into business opportunities;

• Prioritize own accounts and define business opportunities and customer needs;

• Provide the most recent information, related to company’s products and their approved indications in a manner which will ensure their appropriate use, getting the most out of the business potential

• Hold an open communication channel with opinion leaders on market developments customer experiences, competition and new products

• Create and execute development plans

• Feel responsible for the targeting and segmentation of different markets;

• Offer input regarding analysis of data and sales reports

**CANDIDATE PROFILE**

The successful candidate is required to:

• Hold a Bachelor’s Degree in **CHEMISTRY or CHEMICAL ENGINEERING**

• Have at least 3-5 years of Customer Relations Management experience, in a field sales position

• Demonstrate a track record of own sales in the building service contractors (contract cleaners)

• Customer centricity

• Be fluent in English language, written and spoken. German Language will be an additional advantage

• Excellent Computer skills (MS Office, experience in a CRM system).

**COMPETENCES AND SKILLS**

• Strategic overview and a can-do mentality

• Good understanding on how contract cleaning works

• Ambition to maximize the market share of the product portfolio

• Collaboration, effective communication with strong interpersonal, influencing and negotiations skills

• Traveling required 20%

**COMPANY OFFERS**

• Competitive remuneration based on fixed and variable part (Bonus), Company car, mobile, laptop

• Strong training

• Private insurance

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