

Key Account Manager



Ammonovis specializes in the search and selection of sales executives for her clients. On behalf of a leading worldwide provider of cleaning technology, we are 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
- 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'S 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
- 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

COMPANY OFFERS:

- Competitive remuneration based on fixed and variable part (Bonus), Company car, mobile, laptop
- Strong training
- Private insurance

Please send us your resume at cv@ammonovis.com, subject: k0418