



Our client is a diversified manufacturer of highly engineered industrial products. With a tradition of more than 150 years our client provides products and solutions to customers in the aerospace, electronics, pharmaceutical, petrochemical, power generation and many other markets. More than 8.500 people around the world are dedicated to provide every day excellence in customer service, quality and processes. To develop further growth opportunities in one of our Business Units we are looking for a convincing and enthusiastic personality as

## KEY ACCOUNT MANAGER (M/W/D)

### Principal Responsibilities

- Develop and execute account strategies for End-Users, ensuring alignment with the overall strategy and work closely with the Sales Team, Business Line Management and other stakeholders within the organization to coordinate end-user influence.
- Establish strong relationships with key decision-makers and influencers at End-User accounts
- Drive annual top-line and bottom line growth across assigned key accounts
- Develop annual plans based on project backlog, funnel analysis, and market trends
- Monitor competitor activities, including technical changes and new product initiatives and provide input for new product development initiatives
- Collaborate with internal organization to provide technical support and resolve complex issues
- Participate in technical specification reviews and contract negotiations for major projects

### Required Qualifications/ Experience

- A bachelor's degree in Engineering, Biology or related technical field is required
- Minimum 10 years of experience in technical field sales, sales management or business development and at least 5 years in the pharmaceutical industry
- Strong understanding of End-User decision making process and influence within the value chain
- Excellent verbal and written communication skills, including technical and commercial language
- Comfortable working across diverse environments and cultures in a matrix organisation
- Fluency in English and German is required
- Willingness to travel within Europe

This challenging position offers you a high degree of creative freedom and initiative in a future-oriented and innovative environment.

If we have sparked your interest for this exciting opportunity, we look forward to hearing from you. Please contact us exclusively by email at [jobs@consultandfind.de](mailto:jobs@consultandfind.de).

You are welcome to contact [Ralf Stürzel](#) in advance at +49 151 2950 2222 for further information.