

# PERFORMANCE FOR FUTURE

## JOB OPPORTUNITY

*Are you looking for a new challenge with responsibility, do you enjoy sales topics and automotive? Do you like to solve new outstanding tasks every day? Do you want to create a new way of work with a group of colleagues? - Don't wait, take your next career step in your own hands and apply directly to us!*

### Senior Key Account Manager (H/F)

#### Your area of responsibility

- Cultivates and expands further business relationship with the existing and new customer and supports the sales team.
- Defines strategic work lines, create synergy between the different department, plants or partnership .
- Compiles regular reports and customer meetings, conducts account reviews
- Responsible for general business topics such as contract management, aluminium price/annual price negotiations
- Supports long-term customer strategy with the Management team
- Is responsible for customer satisfaction status and initiate countermeasures, Acts as escalation interface between customer and the company
- Is responsible for profitability, pricing, volume & sales budget, as well as forecast in alignment with Sales team
- Is responsible for Claim and opportunity management, e.g. overdues and receivables, contract management
- Negotiates savings, gap closure, and price increases (incl. ECRs)
- According to the missions assigned, may be required to manage teams

#### Your profile

- You are motivated by converting leads into customers and building up long-term relationships. You have a can-do attitude, yet humble and respectful in your sales approach. You feel good acting in fast-changing environment
- Fluent in French and English, good german would be appreciated
- Solid experience approaching and opening new customers / projects
- Strong experience working within sales or key account, experience in automotive industry at least 7 years. Preferably with OEMs.
- Knowledge of Aluminium business

**We are searching our new KAM for France**

Date: ASAP

Location: Louviers/ France

Home office possible : yes

Ready to business trips

Salary : according to profile

#### Contact:

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