



EBERSPÄECHER SP. Z O.O. / WYSOGOTOWO K. POZNANIA , POLAND

Whether vehicle heaters, air conditioning systems, vehicle electronics or exhaust technology: As one of the leading system developers and suppliers to the global automotive industry, we stand for groundbreaking solutions. You want to help shape the mobility of tomorrow? In an innovative family business with over 10,000 employees? With us you can and you should. Because we are constantly on course for the future. For you, this means: exciting areas of responsibility, plenty of room for creativity and diverse development opportunities.

JOIN THE EBERSPÄECHER TEAM AS

KEY ACCOUNT MANAGER

RESPONSIBILITIES

- manage price, quoting, negotiation and contacts,
- negotiate and determine price agreements,
- develop and maintain a relationship with customers,
- develop business proposals,
- manage and control all scheduled commercial events,
- manage outstanding accounts issues including non-payment,
- maximize the opportunity for profitability enhancement,
- meet internally with engineering and other appropriate departments,
- prepare, attend and present to customers in scheduled meetings,
- set goals, agendas, and timing for all customer visits,
- strategize and forecast current and future sales,
- usage of CRM system.

REQUIRED KNOWLEDGE AND SKILLS

- education: High School of Equivalent,
- engineer degree, mechanical, AC systems, cooling system or similar,
- experience level: 3-5 years in customer service role,
- ability to travel domestically by car,
- to perform this job successfully an individual should be proficient in Microsoft Office, CRM, SAP system,
- English language skills are a plus,
- proactive and dynamic person,
- teamworker.