



OPEN POSITION

Key Account Manager

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!

We are searching Key Account manager with possible location in Munich, Ingolstadt, or Stuttgart for our plant in Tønder, Denmark, as soon as possible.

Your area of responsibility

- Ensures strong network with the existing and new Customers (automotive industry)
- Maintains a strong customer orientation within the company
- Cultivates and expands further business relationship with customer by presenting himself at Customer's sites
- Ensures a regular communication across company about account related affairs
- Acts as escalation interface between Customer and the company
- Represents ALUNITED at supplier days
- Compiles regular reports and customer meetings, conducts account reviews
- Responsible for general business topics such as contract management, aluminium price/annual price negotiations
- Together with CEO and CTO develops long-term customer strategy
- Is responsible for customer satisfaction status and initiate countermeasures
- 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
- Is responsible for EOP and service part negotiation
- Negotiates savings, gap closure, and price increases (incl. ECRs)

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. Based on your professionalism and cooperation skills, you create an environment, where your customers feel valued and assured. You're always up for a challenge – also when it comes to finding the best way to meet changing customer demands. Finally, you always base your decisions on your business understanding and analysis of figures and numbers.

Position requirements:

- Experience working within sales or key account at least 5 years, experience in automotive industry is a must. Preferably with OEMs
- Solid experience approaching and opening new customers / projects
- Fluency in English and German, written and spoken



- Ready to business trips
- Good financial knowledge and business understanding

We are offering:

We offer an attractive position in a strong company with a great degree of freedom and a great opportunity to develop and put your own footprint on the entire company's development.

The position is full-time (37 hours per week) with start-up as soon as possible.

The position will be located around Munich, Ingolstadt, or Stuttgart (remote work) with the regular business trips to the Customer's side and to Tønder.

For more information about this position, you can contact HR Manager Liubov Semenchuk at +45 92 82 04 60. You can also send your CV directly to Liubov.semenchuk@alunited.dk

Please apply as soon as possible. The position will be closed when we have the right candidate.