Key Account Manager (m/f/d) – South Germany, WOLONG EMEA

Full Time

WOLONG
Power your future

WOLONG GROUP Is one of the leading manufacturers of Power Drive System solutions and world's 3rd largest producer of electric motors. More than 18.000 people employed worldwide whereof 3.000 in Europe. The product portfolio covers motors and inverters, generators, power supply batteries and transformers and other related products, in a power range from a few Watt to 135 Megawatts.

In our sales organization Wolong EMEA (Germany) GmbH, we are looking for a Key Account Manager (m/f/d), based in South Germany.

Your responsibilities:

• Independent acquisition of key account customers in the responsible regions;
• Responsible for acquisition, bid processing and contract award negotiations;
• Maintaining customer contacts with the relevant decision-makers at the end-user, EPC and OEM levels;
• Complaint processing;
• The task is carried out in close cooperation and in consultation with Customer Service;
• Exploiting market potential and identifying new fields of application;
• Preparing market volume analyses, analyses of the competitive situation, marketing plans as well as budgets;
• Sales budget responsibility and reporting;
• Conducting presentations and customer trainings.

Your qualifications:

• Successfully completed study in the field of electrical engineering or industrial engineering (preferably with a focus on electrical drive technology, large machines and converters);

• Several years of experience in sales of motors as well as other technical products, preferably in the field of electrical drive technology;

• Fluent in English and Germany languages both in verbal and written;

• Very good communication skills;

• Willingness to travel;

• High degree of commitment, goal orientation and self-motivation;

• Your place of residence should be in the sales region.

What we offer:

• Competitive salary package with attractive incentive plans
• A permanent employment contract;
• 30 days of holiday;
• Home office option;
• Free parking places;
• An international and highly motivated team;
• New challenges in an exciting, dynamic and competitive market with great growth opportunities.

Want to be part of Wolong family?

Then submit your application in English to :

WL-Recruitment.EUsales@atb.wolong.com

Please send us your CV and the Motivation letter with indication of your salary expectation and the earliest start date.

About Our Company And Culture

Wolong develops new technologies and innovations in the areas of electric motors and drives. We cover a wide range of applications from home appliance to heavy industry. We have strong focus on sustainability and circularity.

Visit our home page to get to know us better
www.wolong-electric.com