

WOLONG

Power your future

Key Account Manager - Service Sales – Germany (East/Berlin)

Wolong EMEA GmbH
(Full Time : Germany)

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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.

The European Sales Headquarter of Wolong International is located in Mönchengladbach, Germany.

Your responsibilities:

- Service Sales Key Account Manager has the task of selling and delivering the service portfolio to Wolong enduser customers within the assigned region helping to drive sales volumes and margins across the service product portfolio. In this role you will play a crucial role in implementing the service sales strategy, with a focus on penetrating installed base and promoting various replacement, repair, spare part, preventive maintenance and advanced services solutions.
- Develop business through market research and customer visits and identify service opportunities in Germany and adjacent markets assigned by Wolong EMEA Regional Sales Director and Service Business Unit Director.
- Achieve sales order volume as per agreed team and personal targets, utilizing installed base information and identifying and developing sales opportunities within enduser channel.
- Establishing long-term customer relationships by understanding customer requirements and applicable regulations.
- Responding immediately to issues and demonstrating in-depth service product/solutions knowledge to promote service offerings. Ensure the customer satisfaction during and after deliveries.
- Communicating contract details in accordance with Wolong offerings and managing associated administrative processes.
- Identifying service partnership opportunities to extend Wolong footprint in the assigned market and proposing evaluation and approvals to service backend units.

Your qualifications:

- Experience in Electrical and/or Mechanical service business
- Very good communication skills.
- German at native level & English at advanced level.
- At least 10 years of professional experience in sales or a sales-related position, ideally in the area of service.
- Having a valid driving license & no obstacle for traveling (50+%).

What we offer:

- An exciting job in an international and dynamic Company, with excellent opportunities for professional and personal development.
- A great team of committed colleagues working in an informal environment.
- Permanent employment contract with a competitive salary package.
- Your primary work location will be in Germany, with possibility of partial home office.

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