

Key Account Manager – Project Business – Russia

WOLONG ATB Sales & Marketing Center

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.

In our sales organization ATB Russia, we are looking for an Key Account Manager, based in Moscow, Russia.

Job Summary: We are looking for a Key Account Manager who will be the key point of contact to customers, mainly in the project market in Russia. WOLONG ATB produces electric motors and drive systems, mainly for customer-specific solutions in small and large series. You will be working with many different industrial segments e.g. Oil&Gas etc.

Your Responsibilities

- Develop new customers in the responsible regions and maintain key account customers;
- Responsible for tendering and contract negotiations;
- Maintain customer contacts with the relevant decision-makers at the end-user, EPC;
- Process complaints and working closely with Customer Service Team;
- Explore market potential and identify new areas of application;
- Prepare market analysis, competitor analysis, marketing plans as well as budgets;
- Preparation of KAM reporting;
- Participation in fairs and customer events etc.

Your Qualifications

- Successful completion of the study of Electrical Engineering or Mechanical Engineering;
- 3+ years of experience in motor sales (project business) as well as other technical products, preferably in the area of electrical drive technology;
- Excellent communication skills in Russian and English both in verbal and written; additional language will be a bonus
- Willingness to travel;
- High degree of commitment, goal orientation and self-motivation;
- Able to work independently;
- Good problem-solving skills, enjoy teamwork;
- Your place of residence should be in the sales region.

What We Offer

- Competitive salary package with attractive incentive bonuses;
- 28 days holidays + public holidays;
- Free parking places onsite;
- 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/or the Cover 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 homepage for more details.

www.wolong-electric.com