

On behalf of a client, SORTH & CO is searching for a:

Key Account Manager

Development of professional relations to existing key account within the global wind industry

Our client is an international market leader with more than 100 years of experience in delivering innovative and reliable solutions. With a strong focus on operational excellence and innovation and high focus on quality and safety, they have managed to position themselves in the forefront of the industry. The company has +400 employees and provide solutions globally.

The job as Key Account Manager is a vital role and together with the Sales Director, you will be responsible for commercial activities on all strategic levels related to the OEM customer. It will be your responsibility to identify new opportunities and areas where our client can add value and develop the global business with the OEM customer.

Specific work tasks

- Development of network and relationships with all relevant stakeholders at the OEM.
- Development of Strategic Partner/Account Plans
- Continued business optimization to the benefit of both our client and the OEM.
- Forecast and market analysis.
- Maintain a clear focus on the development of individual relations and secure that the operational information for specific projects / departments are up to date.
- Negotiation of major projects and closing of contracts.
- Implementation of relevant new initiatives

The position will be situated in Central Jutland, but you should expect approx. 25 – 50 international travelling days per year.

Experienced strategic customer relations management

Preferably you have a technical or commercial background, but most important is it, that you have minimum 5 years of sales / KAM experience in the wind industry, handling OEM's. You have a strong business understanding and expertise in Key Account Management. Furthermore, you have a sound and strong focus on being the link between the operational team of our client and the OEM.

The recruitment process is handled by the consulting company SORTH & CO. If you need additional information, please contact Partner Søren K. Kristiansen at sor@sorthco.dk / +45 50 96 52 14

Please email your application and CV in English to Search Consultant Rikke Dahl rd@sorthco.dk as soon as possible. Note that we will reply an answer to the email address indicated by you. All applications are handled with complete confidentiality.