



GENIUS

HUMAN RESOURCE CONSULTING

*Key Account Manager  
Middle/Southern Germany  
(all genders)*

Fortune 500 company and world-leading provider of tools,  
storage and engineered fastening systems



Genius Consulting GmbH is an independent management and outplacement consultancy which specialises in filling management positions and supporting career transition processes of performance driven candidates. Founded in 2009, the Genius Consulting GmbH associates have succeeded in becoming reliable partners for the automotive industry, mechanical and plant engineering industry, reputable companies in the field of information technology, consulting firms as well as innovative start-ups.

By combining tried and tested search strategies with innovative recruitment tools together with our comprehensive candidate network, we offer you maximum efficiency during the search process. We deliver results, not reports!

Our client, a fortune 500 company, is a world-leading provider of tools and storage and engineered fastening systems with unique growth platforms and a track record of sustained profitable growth. The company has been globally recognized as one of the most innovative, sustainable and rewarding companies in the world.

Joining our client means joining one of the world's largest, fast-growing and most dynamic companies.

To start as soon as possible, we are looking for  
YOU as a new

**Key Account Manager Middle/Southern  
Germany  
(all genders)**

## Genius Consulting GmbH

Mr. Holger Kilian, Executive Partner | [hk@genius-consulting.de](mailto:hk@genius-consulting.de) | +49 621 70287687

Schneeberger Str. 16 | 68309 Mannheim · Friedrichstraße 171 | 10117 Berlin

## OVERVIEW

As the first name in engineered fastening systems, our client helps keep your car secure and mobile phone intact. As a global leader in industrial solutions, they provide the infrastructure systems that reinforce the roads you drive on, build the bridges you cross and even deliver the energy that powers your life.

In line with sales and margin targets, the Key Account Manager will pro-actively manage some of the largest B2B customers and prospect new B2B customers. Our client expects you to visit customers four days per week with regular overnight stays. You dedicate one day per week for reporting and administration. The position has two main focus areas. The first one is to maximize revenue and profit from a designated selection of existing industrial customers. They can be manufacturers who directly use our client's products or distributors who, in turn, distribute the products to their own customers and manufacturers. The second focus area of the role is to pro-actively generate and develop new customers. To be successful in your role, you will work closely together with the internal Customer Service team, Key Account Managers, Inside Sales, Service Engineers and Marketing.

## RESPONSIBILITIES

First Focus Area: Maximize revenue with existing customers:

- You build solid key account plans that enable you to drive ongoing sales in the short term and the long term;
- You pro-actively visit your designated active portfolio of customers;
- You evaluate up-selling opportunities, which can range from whitespace analysis, new product launches, value-added propositions or product range extensions;
- Within the pre-established negotiation terms (typically margin and price setting versus revenue), you will close the deals with customers;
- You ensure customer loyalty and satisfaction.

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## RESPONSIBILITES

Second Focus Area: Generate new customers:

- You will be prospecting new customers, based on our existing market intelligence;
  - Prospecting activities can range from outbound calls, emails and social media prospecting;
  - You develop a positive relationships with your prospects, you provide insights into their needs and develop trust;
  - You qualify selling opportunities, present products and services that may be beneficial to the needs of the potential customer and communicate the value-added propositions that our business offers to customers;
- You follow up inbound leads from our Inside Sales Team and other Marketing initiatives to qualify potential sales opportunities;
  - You work in close collaboration with the external and inside sales teams when a selling opportunity is established;
  - You manage and maintain SalesForce CRM, entering extensive notes onto the system.

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## QUALIFICATIONS

- Most importantly you have a commercial mindset and you are result-driven;
- You hold an education (preferably commercial or technical) on at least a medium vocational level;
- Experience with B2B sales, Distribution and OEM's in an international trade organization is beneficial;
- Affinity with technical products is a must;
- You have an advanced knowledge of written and oral English, so you can interact with our colleagues around the globe;
- You are eager to learn and acquire an acceptable product knowledge by attending on a regular basis product training courses;
- You have excellent listening skills, an outstanding time management, and you are well organized;
- You are comfortable at liaising with people on all levels and backgrounds.
- Knowledge of CRM systems preferably SalesForce is an advantage;

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