



Power Tools and Gardening

Our client (approximately 4,500 employees, turnover € 360 Mio.) stands for "Positive Technologies". This idea is not only the guiding principle for our assortments and our market understanding, but also stands for our actions. We are one of the most successful manufacturers of battery tools, assistance systems and robots with Smart Home integration:

"We are selling our products consistently with a growing rate of 2-digit in Europe for years. Our products are characterized by high consumer proximity, are innovative and environmentally friendly, ergonomically designed and known for their high quality."

We are looking for you as

Key Account Manager (m/w)

The Key Account Manager reports directly to the Sales Director Germany.

You have following responsibilities:

- Maintaining our existing long term business/ customer relationship with the objective of sustainable sales increase
- Establishing and implementation of new sales & distribution channels
- Planning the sales budget, reporting against it by regular sales and stock reports and forecasts
- Supporting colleagues as well as existing sales agents and distribution partners
- Analyzing and adapting of new reaction strategies to changing business trends

You are very much welcomed, if you have:

- Several years professional sales experience preferable in DIY (Do It Yourself) markets
- Entrepreneurial mind-set and experience of working within a medium size, growing company
- Excellent interpersonal and intercultural sensibility
- Experience in using JDA/SAP
- Fluent English both written and spoken and
- Readiness to take extended business trips

We are looking forward to your contact. Please send your complete documentation including your current remuneration package (fixed and variable) under Ref. No. **1503** to our recruiting agency Dr. Windel & Partner GmbH. Dr. Windel and Rosa Assad B. A. will gladly answer your questions beforehand by phone.