



We are looking for a **Key Account Manager - Air Traffic Control System Integrator (m/f/d)** in Geretsried in the foothills of the Bavarian Alps or at a regional EIZO sales office.

At EIZO Technologies we are convinced that the easiest way is not always the best. That's why we are the right employer for people who roll up their sleeves and get down to business. As the world market leader for visualization solutions in air traffic control, we combine the directness of a medium-sized company with the security of a global corporation. Thanks to our uncomplicated cooperation and short decision-making paths, we can focus fully on what makes us strong.

#### **We are a match if...**

- ... You enjoy modern technologies and want to sell them among air traffic control/management as well as airport environment
- ... You enjoy developing new sales at the global key account with identification of the necessary sales potential (market, competition, and market potential analysis)
- ... You develop sales promotion measures and systematic expansion of global sales activities at the key account
- ... You enjoy the technical and logistical support on site for end customers and key account
- ... You appreciate the directness of a medium-sized company and the security of a global corporation
- ... Uncomplicated collaboration in a team is important to you
- ... You have a high degree of initiative and team spirit

#### **You are a match if...**

- ... You have fun selling and want to get in touch with new people every day – building networks
- ... You can identify, address and leverage sales potentials
- ... You have experience with value-based selling methods and can actively use them in sales talks
- ... You are business fluent in the German and/or English language
- ... You have willingness to travel of at least 50 % of working time

#### **Your contribution:**

- You analyze local markets and create sales potential analyses and local sales strategies.
- You ensure the implementation of local sales strategies and build your network with the sales decision-makers in your network.
- You will provide technical customer consultations for our products and product solutions on site and, if necessary, also technical product suggestions based on the customer needs analysis.
- You independently conduct sales talks, price negotiations and customer contract negotiations.
- In the event of a customer complaint, you proactively lead claim management to successfully use the customer complaint for an active sales pitch.

Please send your application with your earliest possible starting date by e-mail to:

[bewerbung.etg@eizo.com](mailto:bewerbung.etg@eizo.com)

We are looking forward to your application!

EIZO Technologies GmbH, Benzweg 3, 82538 Geretsried

**EIZO Technologies GmbH**