

Key Account Manager NEE

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Company: Schenker Sp. z o.o.

Location: Poland

Category: other-general

Job description

Main duties:

Develop and maintain trust-based relationships with a portfolio of key clients, while also being actively involved in business reviews for assigned key accounts;

Set and diligently track sales budget targets for key accounts, ensuring they are in line with both cluster objectives and the broader regional account management goals;

Drive business development efforts to generate new business, as well as protect and expand existing business, utilizing all DB Schenker products such as road, air, sea transport, multimodal solutions, and contract logistics;

Identify key customer segments and develop targeted strategies that align with the company's vision and regional vertical markets;

Work in collaboration with cross-functional teams to craft and deliver tailored solutions that meet client needs;

Conduct thorough market analysis to anticipate competition and industry trends, and leverage this insight to drive revenue growth and achieve an agreed customer-related overall growth rate;

Create and manage comprehensive financial budgets and development plans for key accounts, ensuring fiscal discipline and strategic investment;

Ensure transparency in invoicing and operational performance, promptly addressing any issues with the relevant stakeholders to maintain high standards of accountability;

Utilize CRM tools to manage client interactions and sales processes effectively

Prepare and deliver compelling commercial presentations, draft detailed proposals, and negotiate terms with clients to meet and exceed defined sales targets and growth objectives.

Expectations for candidates:

Several years of professional experience in managing key clients;

Commercial expertise in various transport modes and a strong understanding of market dynamics, particularly in the Northern & Eastern Europe (NEE) cluster;

In-depth knowledge of the rules governing commercial agreements and a proven ability to accurately estimate client potential;

Fluency in English;

A good command of MS Office, especially Excel and PowerPoint;

Exceptional analytical skills and financial competence, with a track record of innovation and market orientation;

Demonstrated ability to work collaboratively across various functions and teams;

Outstanding communication and presentation skills, necessary for effective business negotiations and client relationship management;

A goal-oriented mindset with a specialization in selected vertical markets, including Consumer, Industrial, or Electronics;

Willingness to travel for business, meeting with key clients and stakeholders as needed.

Our offer:

Employment contract (base salary + bonus);

Company car;

Opportunities to develop new skills and progress your career;

Opportunities to work in international environment;

Social package.

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