

## Popis pracovní pozice

**Název pracovní pozice:** Account Manager – CZ/SK

	<b>Oddělení:</b> Sales
<b>Zodpovědnost:</b> <b>Main responsibilities:</b> <ul style="list-style-type: none"><li>• Develop the market you will be responsible for as a an Account Manager in line with company sales strategy to maximize sales performance, protect or grow market share</li><li>• Implement company Sales initiatives and focus on fulfilment of regional sales plan.</li><li>• Identify new customers and new sales opportunities in the industry</li><li>• Pursue sales opportunities from lead generation, customer pain understanding, creation of business opportunity, through customer buy-in and proposal preparation, to signed contract while maintaining sufficient profitability.</li><li>• Working in the company CRM system, from quotation preparation to order placement, ensuring correct order transfer to an order fulfilment part of organization</li><li>• Build and maintain long-term customer relationship with the focus on sales revenue growth and customer satisfaction.</li><li>• Understand and track changes in customer requirements and area competitors' landscape and agree necessary sales tactics adjustments with your line Manager.</li><li>• Provide information required for sales forecasting, planning and budgeting processes used in organization.</li><li>• Ensuring accurate and complete sales reporting, as well as, data management in Norican CRM system in accordance with company standards.</li></ul>	
<b>Místo v organizaci:</b> <ul style="list-style-type: none"><li>• viz. organigram</li></ul>	
<b>Nadřízenost a podřízenost:</b> <ul style="list-style-type: none"><li>• Nadřízený: Sales Manager AM CZSK</li></ul>	
<b>Náplň práce:</b> <p>Account Manager for AfterMarket in CZ and SK region you will be responsible for driving Company Sales performance, managing Customer relations, and developing market presence. Your primary focus will be on Wheelabrator (shotblast equipment), Wheelabrator OEM, Italtipresse AM (light metal casting industry solutions) and DISA (molding foundry equipment) aftermarket solutions but you also will be expected to support AM sales of other Norican brands in your market, working in close cooperation with OEM sales, as well as, with colleagues from various Norican Technology Centers in Europe.</p> <b>Specific tasks:</b> <ul style="list-style-type: none"><li>• Sales of aftermarket products to existing and new customers</li><li>• Quotation preparation, contract paperwork, order transfer to order handling department, sales invoicing, follow up on accounts receivable</li><li>• Customer engagement and account management</li><li>• Promotion of the new company aftermarket products to the market</li></ul>	

- Market Intelligence reporting
- Sales forecasting and reporting

**KPI's**

Sales performance KPI's set per year on Business Unit and individual level  
 Strategic initiatives development KPI's set on individual level  
 Customer satisfaction management on the base of monitoring system used in the company  
 Individual performance management. Will be mutual agreed and set for one year during the appraisals talks.

**Requirments:**

- Technical or Commercial education (college or higher) with ability quickly understand Norican products technically. Good actual technical understanding of Norican product will be a preference.
- Min. 3 years of experience in sales (or services) of industrial segment with focus on aftermarket solutions
- English, upper intermediate
- Knowledge of commercial and contractual issues which surrounds the establishment of agreements
- Good network in industrial environment in CZ and SK market.
- Strong presentation and negotiation skills
- PC: advanced user
- Program/Software: MS Office, experience with CRM, knowledge of MS Dynamics AX is an advantage

**Personal Characteristics:**

- Business and result oriented person with a high initiative and drive, self-motivated with the ability to work independently, advanced self-management skills
- Advanced sales and analytic skills
- Strong influencing and negotiation skills, having the courage and conviction to follow through on assignments
- Strong communication skills both written and verbal, good relationship management abilities (internal and external), high degree of self-awareness.
- Accountability and stress-resistance
- Understanding of multi-cultural environment and rules of matrix organisation
- Readiness to travel frequently