



Find the best!

Keep the best!

Make the good better!

## *Strategic Salesperson*

Our client is one of the largest European office furniture manufacturers. With innovative solutions and products, our client offers office and workplace solutions worldwide. In order to continue the success, we are looking for a committed:

## **International Key Account Manager, (m/w/d)**

### **Your tasks:**

- ✓ Create international key account agreements with international companies
- ✓ Increase the sales inside this Key Account list with existing customers but also with the prospects according to a budget/customer/prospect
- ✓ Develop the sales of the existing KA by working with the local Key Account Managers and sales director on the respective markets
- ✓ Act as expert and give support to the local Key Account Manager/local salesperson in creating and establishing new international KA agreements
- ✓ Create customer relations or use already existing relations with sales people on the field
- ✓ Decide on the conditions of the agreement in accordance with his hierarchy and in close cooperation with the markets involved
- ✓ Make the negotiations, continuously keep the contact with the customer or see to it that it is kept and make reports and follow-up work during the whole process
- ✓ Keep the local markets informed of all progress and developments
- ✓ Analyse the opportunity with the Sales Director of the market
- ✓ Support the local Key Account manager/local salesperson in the contacts with the customer
- ✓ Drive and lead the overall conditions of the agreement, support in the negotiations with the markets involved and communicate about new agreements
- ✓ Responsible that each international Key Account priority has a budget, activity plan, etc.
- ✓ Close cooperation with the Area Sales Manager

## Your profile:

- ✓ Experience as a Key Account Manager (furniture, office solutions, etc.)
- ✓ Able to manage high customer relations
- ✓ Very good in developing new business
- ✓ Structured, organised and commercial
- ✓ Open-minded and flexible
- ✓ Excellent communicator
- ✓ Good in making presentations
- ✓ Very good in English, preferably also German and/or French/Spanish/Swedish
- ✓ International sales experience
- ✓ Living close to an international airport, preferably in Germany
- ✓ Familiar to work inside a functional structure
- ✓ Interest in the overall business life
- ✓ Mobile
- ✓ IT literate

If you are looking for a very inspiring international position with a lot of possibilities, this would be the next step for you. Please send your CV to [cv.de@ryberg-consulting.com](mailto:cv.de@ryberg-consulting.com).

For further information please contact us by phone +49-6131-240 65 10.

RYBERG-CONSULTING  
Germany  
Taurusstraße 67  
DE-55118 Mainz  
Tel: +49 (0)6131-240 651 0  
[info.de@ryberg-consulting.com](mailto:info.de@ryberg-consulting.com)

RYBERG-CONSULTING  
Sweden  
Västergatan 20  
SE-41313 Göteborg  
Tel: +46 (0)31-417 43 0  
[info.se@ryberg-consulting.com](mailto:info.se@ryberg-consulting.com)



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