

SIE WERDEN MIT SPANNUNG ERWARTET



DATA CENTER
SOLUTIONS

We are looking for the next possible time for the area of Baden-Württemberg, Hessen and Switzerland.

Key Account Manager – LDCS Europe (m/w/d)

Responsibilities:

- Prove, show and demonstrate the discipline, which ensures the targeted budget is achieved
- The highest level of ownership and accountability of the assigned targets
- Ensure the assigned Key Accounts are fully aware of the solutions and services of LDCS (training, identification of projects, problem solving, strategy building and enforcing)
- Drive specification
- Make sure that all aspects in the sales process are covered and LDCS solutions are introduced to the relevant people within an account
- Make sure the information in Salesforce is up to date and available real-time at all times
- Provide the business with forecasts

Main tasks:

Have regular meetings with the targeted accounts (End user, Consultants, Engineering Consultancy, partners etc.), follow-up on opportunities

- Prospect for new end users, and new projects in the Regions
- Specify new products and solutions to existing partners
- Stay in adequate communication with the internal stakeholders, expose the LDCS solution, and ensure we are communicating back to the business
- Make sure all opportunities are added in Salesforce
- Identify opportunities in the regions that we have not maximized.
- Ensure that the pipeline is fully up to date, including probability stage, close date, delivery date, critical dates, quantity, model(s) required, meeting activity
- Perform other reasonable and relevant tasks as assigned by management

Job requirements:

- A minimum of 5 years' experience in sales or
- Experience in the electrical industry
- Languages: german, english (any additional language is an advantage)

Your perspectives:

An interesting and varied job in an international company, familiarization in close cooperation and regular professional training and social benefits of a modern industrial company.

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