



## Looking for a job?

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## Key Account Manager (f/m/d)

Start today as a Key Account Manager for a brighter future. We are looking for a suitable candidate to support one of our clients in their sales team in Nuremberg. Your tasks are, but are not limited to, advising the companies clients as well as matching digital solutions to the clients' business needs. With over 9,000 employees, our client is one of the world's largest providers in its sector and the market leader in Germany as well as in the Top 5 worldwide. Demanding jobs await you in an innovative and international work environment. Do you have high self-motivation and commitment? Then apply today for our job offer!

### Your responsibilities:

- Managing clients relationships and providing a client centric experience
- Clear understanding of client strategies, structures, and business needs
- Developing new senior level relationships as well as maintaining existing relationships with clients to achieve sales growth
- Understanding and selling the companies value
- Contract negotiations for new sales and renewals
- Cross-function work with the product and solution teams to ensure client satisfaction and create new opportunities
- Creating and managing Key Account plans

### What we are looking for:

- Relevant bachelor's or master's degree
- Professional experience in sales/key account management/consultancy
- Market research knowledge and understanding of methods would be an advantage
- Ability to work independently
- Passion, energy and drive, enthusiasm to learn and develop
- Ability to maintain and build customer relationships
- Strong pitch and proposal writing skills
- Strong communicative and interpersonal skills
- Client orientated mindset

**Location:** Nuremberg

**Start Date:** ASAP or upon agreement

Please send your application documents (CV, Certificates, Salary Expectations) referring to **Key Account Manager (f/m/d) for Nuremberg** to [bewerben@go-simplexx.de](mailto:bewerben@go-simplexx.de)

Hier geht's zur SimpleXX  
Jobbörse



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The SimpleXX GmbH specializes in recruitment and personnel services and supports its clients in filling vacancies as well as project vacancies in IT & Engineering, Automotive, Financial Services, Online Portals, Telecommunications, E-commerce, Social Communities, Aviation, Industry, Medicine, Law, Controlling and Commerce.

