

Antennentechnik ABB Bad Blankenburg GmbH, based in Weimar, is an innovative manufacturer and developer of modern antenna systems and communication solutions with locations in Sweden and Turkey.

We are looking for a

## Key Account Manager Export Sales

in order to support our Export Sales team working within Automotive, Smart Metering and Smart Industry customer segments. Our customers include i.e. well known vehicle manufacturers as well as equipment suppliers in the field of energy supply and industrial communication.

### Tasks and activities:

- Establish and expand customer relations (including quotations and customer care)
- Regular customer visits, learning the customer roadmaps and align with our products and solutions
- Preparation of customer forecasts
- Propose and work with new products through participation in the evaluation of specifications (customer and legal-regulatory requirements), functional specifications and feasibility studies
- Gain market knowledge through active observation and participate in trade fairs
- Participate in the Export Sales team planning

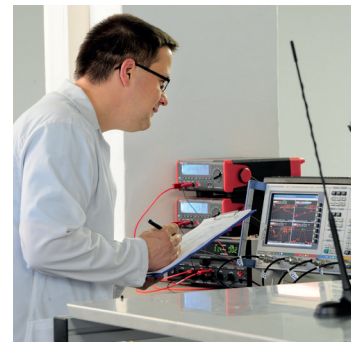
### Requirements:

- Completed technical training (industry-related)
- Good industry knowledge and minimum 2 year experience in sales or key account management
- Organizational skills
- High negotiating skills and confident manner
- Very good communication skills and high trustworthiness
- Personal leadership with entrepreneurial thinking and a high sense of responsibility
- Teamwork
- Foreign language skills: English (very good in word and writing), German, Swedish and/or other languages skills are an advantage
- Secure handling of SAP and MS Office
- High mobility prepared to travel, at least driving license class B
- The workplace is flexible depending on residential location related to our customers

**The Export Sales Manager is located in Stockholm (Sweden) and the Headquarter is located in Weimar (Germany). We offer an intensive skill training, individual practice and on-going support.**

**Questions or more information regarding this position are answered by Henrik Lindén, Export Sales Manager: [h.linden@atbb.eu](mailto:h.linden@atbb.eu)**

**If you are interested to get started with us we look forward to receive your detailed application documents stating your earliest starting date and salary expectation:**



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