

## **Key Account Manager International - Brewery and Beverage**

Norit Südmo is part of the Norit Group that is active on the international scene. We employ 300 persons at our Riesbürg, Germany location with performance ranging from manufacturing world-class stainless steel fittings to building fully automatic production plants for the beverage, foodstuffs and pharmaceutical industries.

If you are a team player who appreciates lean structures and uncomplicated decision-making processes and are seeking a position at a company active in the global environment, we are just right for you.

### **Your duties will be:**

- You will professionally advise and service key international accounts from the brewery and beverage industries
- You will be establishing and expanding sustainable and close strategic customer relations
- You will use your engineering and commercial skills to guide and support customer projects
- You will identify and analyse developments on the market and customer needs while keeping an eye on the competition
- You will efficiently plan assortments and quantities
- You will proactively assist in drawing up quotations and negotiating agreements
- You will develop and launch customised customer strategies and sales targets
- You will function as the interface between the customer and company departments

### **The skills you have:**

- A degree in an engineering discipline or business management majoring in engineering
- Longstanding professional experience in a similar position in these industries
- Outstanding analytical capabilities coupled with strategic thinking and engineering comprehension a confident personality with passion and commitment and a high level of presentation and negotiating skills
- Readiness to travel anywhere in the world
- Solid English negotiating skills where a command of other languages, in particular Spanish, is a plus
- Mastery of the common MS Office products such as Word, Excel, Outlook and ERP systems (such as INFOR or SAP)

The successful candidate will have independent working habits and be geared to results as well as demonstrating a high level of commitment, endurance and flexibility. You meticulously analyse problems, have excellent communication skills and are a confident personality on the international business scene with your passion and commitment.

We have a dynamic environment to offer you where working creatively is fun, where performance is not only in demand but also encouraged and where professional prospects are in the offing.

If you have the right qualifications and background, please send us your complete application documents and salary expectations along with the earliest date when you can start (by email wherever possible).

### **Please get in contact with the person below for more information:**

Südmo Holding GmbH

Ulrike Sailer  
Human Resources Manager

T +49 9081 803 314  
E jobs@suedmo.de