

Key Account Manager

Contract: permanent contract
Location: Spain

Start desired: January 2024
Travel: Regular

Society:

Polysoude, founded in 1961, is a French pioneer and positioned as one of the world leaders in the field of automated TIG (GTAW) & Plasma (PAW) welding solutions for high value-added applications. The company, a member of the GLOBAL WELDING TECHNOLOGY GROUP, currently employs 300 people and generated an annual turnover of € 53 million last year, whereof 85% is realized outside France. POLYSOUDE offers welding solutions to major customers in the following industry sectors: aeronautics, aerospace, nuclear, oil and gas, food, chemicals, pharmaceuticals, microelectronics.

In order to strengthen our presence in the Iberian market (Spain & Portugal) where Polysoude has been dealing for more than three decades, we are recruiting a Key Account Manager.

Missions:

Thanks to his/her business sense and his/her technical credibility, the Key Account Manager ensures our equipment & solutions sales growth.

The Key Account Manager:

- . is responsible for promoting our range of Orbital & Automated solutions.
- . analyses the needs of prospects and customers, in order to offer them the best solutions.
- . introduces quotes prepared by his back office and engineering teams.
- . negotiates directly with customers and secures order booking.

The position demands regular business trips (approximately three days a week) and welcomes prospects and customers at Polysoude in Nantes. The whole activity is meant to bring visibility on the market and ability to feedback factory colleagues with an updated sales forecast.

Being autonomous, motivated, customer driven are essential assets to be successful in that position.

The follow-up of the post-order period is managed by the project team, while the Key Account Manager remains the preferred contact of the customer or the network throughout the project.

Profile:

Graduate engineer (mechanical, electrical, welding, ...) or Key Account Manager, you justify a sales experience of between 5 to 10 years in a similar function in an industrial environment abroad.

Spanish is your mother tongue, and you are fluent in English (B2/C1 required).

You are customer-oriented, show a great availability, adaptability and pragmatism, a good sense of listening, pedagogy, and diplomacy.

You know how to create lasting interpersonal links and build a network of professional contacts. Organization, monitoring and tenacity are necessary assets to succeed in the job.

You are proficient with sales and negotiation techniques.

You master the pre-sales stages in terms of data collection, analysis of potential risks, treatment of uncertainties (hypothesis issuance).

You know the elements necessary for establishing your customer offer and know how to follow it.

You also master the after-sales steps in terms of communication (sales and contractual relationship) and closing of the project ((pre-)acceptance report, monitoring and recovery of late payments).

You are familiar with project management workflows (organizational, technical and financial aspects) and you can read industrial plans.

You are able to manage several projects simultaneously. You are a responsible person and a track record in communication and writing skills.

Good knowledges of an Enterprise Resource Planning (ERP), a Customer Relationship Management (CRM) software, and office tools (Word, Excel, email, ...) are necessary because they will be used permanently.

You will work in a friendly atmosphere and human-sized structure.

Do not hesitate if you fit this description, this job is likely to suit you!

The advantages: fixed salary according to experience, commissions, company tools (car, phone, laptop, etc.) health insurance, ...

Please send your job application (CV + cover letter + salary requirements) to the following address: recrutement@polysoude.com - Reference: SPAIN2023