



IMRECKE
CONSULTING



Sr. Key Account & Business Development Manager (m/f/d)

Germany & the Eastern European market

Technology Solutions Provider – Hamburg branch

Our client is a Norway based market leader for technology solutions serving the industrial, maritime and defense segment. The task will be to nurture the key accounts in the region and to develop the German and the Eastern European Market, beyond the existing client base. The group is growing at a fast pace and thus providing great personal growth potential, including a unique career opportunity to take up the role as Country Manager as and when the market presence progresses.

The role will suit a candidate who has a proven track record of managing key customer accounts within an industrial and technology market, who is highly motivated to develop a market further. Excellent communication with the customers but also with the internal colleagues to achieve the desired growth in an important strategic region is a must. A suitable candidate possess technical or computer electronics expertise from previous activities in the maritime and/or defense segment.

Your responsibilities

- Work closely with existing customers in the region
- Establish and develop new customer accounts
- Contribute in matching customer needs with own product designs
- Work closely with the technical & product teams in Norway to enable successful project roll-out
- Proactive brand ambassador in the region
- Regular travelling in the region and to Norway for company meetings and customer events



Key skills & experience

- Approx 5-10 years experience with key account management and business development
- Worked in the merchant marine and defense segment
- Technical and engineering background in computer electronics is an added advantage
- Onboard experience in a technical role is an added benefit
- Able to work with and listen to customers to understand their needs and find solutions to their problems
- Proven ability to track, develop, manage and close projects
- Planning, controlling and organisational skills
- Good communication and relationship building skills
- Ambitious, energetic and determined
- Good sense of responsibility and self-motivation
- International mindset
- Ability to work independently
- Commitment to travel
- Fluent in English and German

Our client offers

- An interesting role with a high level of independency and responsibility
- To be part of an international and highly motivated team
- A lean organization with flat hierarchies and quick decision-making processes in a modern working environment
- Work in the thriving city of Hamburg
- A structured onboarding and professional development process

Get in touch

Please submit your electronic application together with a CV and supporting documents to Imrecke Consulting GmbH at following email address:

m.imrecke@imrecke-consulting.de

In case of queries please contact Matthias Imrecke via above email or on +49-172-4157271

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