## Spain Jobs Expertini®

## KAM Automotive Madrid-based (80341716)

## **Apply Now**

Company: ArcelorMittal Location: Spain Category: other-general

We are looking to hir **Key Account Manager for Automotive** he Madrid Agency in order to reinforce the team. The customer is based in Barcelona with a strategic presence in its domestic markets and across Europe, Turkey and Morocco. This is a great opportunity to grow in a commercial and leadership role to develop the customers relationship. The mission consists of:

nt in sales and profitability

- · Defining budget following commercial strategy for the account
- Proposing and implementing value creation actions
- Determining price offers for customers with a strategic thinking mindset
- Developing customers intimacy and manage the development of the commercial relationship
- Leading the commercial team of this automotive account

Your role will include activities such as

bur customer perimeter with Marketing team support.

Coordinate local Marketing Intelligence activities and report to the Sales Director

o Centralize and share information concerning market, customer production, awards,

potential developments

- Proposing business plan for perimeter
  - o Monitor and analyze pricing within your perimeter
  - o Push new products and service deployment to your customer base

- o Conduct negotiation in commercial setting
- Negotiating and implementing sales contracts
- o Follow-up of volume and price agreements of the local entity by connecting with the demand planning and price controlling teams
  - o Monitor delivery performance. Follow-up payment/credit limit
- Monitoring Client satisfaction follow-up, analyze and share results with Technical team and mills.
  - o Organize and attend regular customer visits / create visit reports
  - o Evaluate claims commercial impact & ensure that follow-up actions are implemented
- o Develop customer intimacy and obtain feedback, collect market info to support strategic decisions

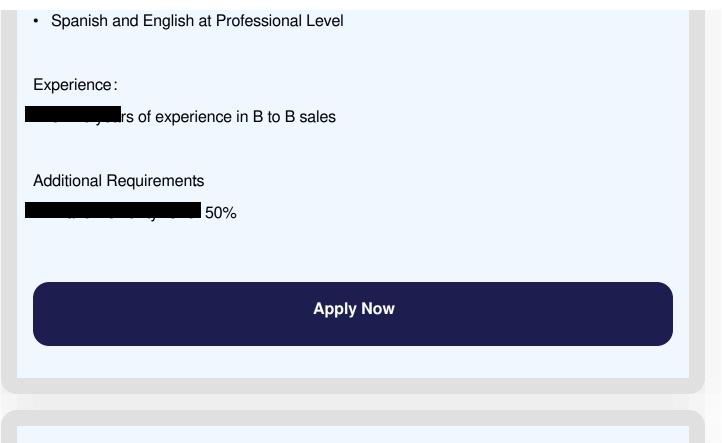
## Competencies

for a talented woman or man who can demonstrate the following abilities:

- A strong sense of human and commercial relationship as well as an excellent customerfocused spirit
- A high level of autonomy
- A capacity to communicate within the Customer Team and to work in an international environment
- A high results orientation: meets deadlines using good time management and allocation of priorities; makes appropriate, clear decisions and recommendations based on review of facts, priorities, resources, constraints and alternatives; contributes to problem-solving by submitting and testing ideas for solutions and by anticipating and overcomes problems
- Teamwork skills: works effectively with others in a group setting; shares information and
- reconcerned and m; works with others to reach common goals; aligns personal objectives with team objectives; applies personal skills to add value; deals honestly and fairly with others, showing consideration and respect
- A mindset and professional behavior in line with digitalization transformation of the sales process
- Good leadership skills lead and grow the members of the team

Business Development/Marketing, or in Industrial Engineering or relevant

experience



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