

## KAM Automotive Madrid-based (80341716)

Apply Now

Company: ArcelorMittal

Location: Spain

Category: other-general

We are looking to hire **Key Account Manager for Automotive** in the 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:

• **Developing and managing the account** 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

• **Managing the account**, your 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 customer-focused 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 re██████████; 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 to lead and grow the members of the team

E██████████

██████████ Business Development/Marketing, or in Industrial Engineering or relevant experience



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