

... Be part of us ...



Account Manager Aviation & Marine (m/f)

Your task

- Achieve assigned revenue target by selling the company's complete line of solutions and services to accounts on the relevant industry with P&L responsibility, taking due account of the sales policy of Norma Group and the approved cost budget
- Investigate and understand the internal business processes of existing and potential clients and build relationships with engineering decision makers and departmental managers
- Independent implementation of the company targets, oriented at the defined objectives of the Norma Balanced Scorecard and 30+ Marketing Strategy goals
- Conducting the year-end closing and all other business relevant negotiations, where necessary, together with team leader and area sales management
- Prepare and conduct year to year prices negotiations in close cooperation with Area Sales Management
- Prepare Minutes of Meeting and document negotiation results
- Completing monthly forecasting, monitoring results and directing customer business by making use of all relevant functionalities (logistics, controlling, credit mgmt.) in order to steer successfully the entire business process from order to cash
- Arrange yearly budget in coordination with key account management and area sales management

Your profile

- Engineering or commercial graduate and proven track record in sales or sales related activities, thereof several years in the Aviation sector
- In-depth knowledge of the industry
- The position of an account manager is related to the finding of customer specific technical solutions and therefore requires a high affinity to engineering topics and a strong knowledge of Aerospace solutions, development processes and service provision
- The account manager will furthermore proof a track record in high margin deal making and superior negotiation and closing skills
- All eligible candidates will need to proof business fluent communications and writing skills in German, French and English
- Furthermore they will need to show a persistent track record of involvement in strategic industrial products, markets and dealing with industrial customers. Focused on Aviation OEM and TIERS
- Candidates will need to be commercially astute in order to understand the commercial implications, customer-focused in order to meet the needs of each customer, detail-oriented in order to produce accurate solutions, able to work on own initiative, resourceful and able to create solutions in an ambiguous environment, deadline-driven and able to deliver results even under heavy workload, flexible, reliable in order to take responsibility and ownership of completing assignments, and team player

Should you like to demonstrate your abilities to handle an interesting and challenging task in a dynamic company, please send your complete application documents by email to:

career.de@normagroup.com



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NORMA Group



NORMA Group is a strategic development partner and global solution provider of engineered joining technologies. Our Distribution Services combine the world's leading brands in standard hose and pipe fastenings with unrivalled applications expertise in areas such as Emission Control, Cooling System, Air Intake & Induction, Ancillary System and Infrastructure.

Maintal, 28.07.2011

Aushang bis 11.08.2011

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