

Key Account Manager D-A-CH (m/f/d)

Duties and Responsibilities:

- Support and strategic development of assigned key accounts with a focus on e-commerce & specialist markets
- Successfully approach potential customers, manage the sales cycle, close deals (in person and over the phone), negotiate terms, and impart a level of comfort to the customer.
- Create and deliver face-to-face sales presentations that demonstrate knowledge of the latest Jazwares products
- Implementation of corresponding sell-through strategies
- Continuous expansion of sales and margin targets
- Cooperation in the planning, coordination and implementation of sales strategies
- Planning at customer and item level
- Cross-functional cooperation with other Group companies and the marketing, accounting and supply chain departments
- Work closely with management to develop and implement sales strategy
- Secure existing and increasing new business
- Develop new and manage existing vendor relationships
- Identify and follow up on sales opportunities
- Prospecting; make and follow up on sales calls
- Prepare and submit quotes
- Follow up on proposals and closing business deals
- Develop and maintain a sales pipeline in order to meet objectives
- Represent the Company at Trade Shows/exhibitions

Qualifications

- Strong sales personality with a degree in economics or a comparable education preferred
- Experience in key account management in an international business environment. Preferably in the toy, leisure or sporting goods industry, or multimedia
- Experience in cooperation with corporate headquarters and professional purchasing organizations
- Decision-making power and decisiveness, coupled with the right sense of proportion for what is feasible
- Strong and pronounced hands-on attitude
- Very good communication skills, joy of innovation, winning confident appearance.
- A high degree of flexibility, mobility and joy for travelling

- Very good German and English knowledge in word and writing, further language skills are a plus
- Committed team player with very good conceptual and communicative skills
- Confident handling of Microsoft Office applications
- Organized and detail oriented, even in stressful situations
- Analytical, entrepreneurial thinking

We offer you:

- Varied and exciting sales activities with very good development prospects
- Flat hierarchies and direct communication channels in an innovative company
- A versatile and exciting range of tasks in which you can bring your knowledge to bear
- An open and friendly working atmosphere
- A future-proof job in a growing company

If you have all these qualities and would like to develop personally and professionally in an aspiring team and are also prepared to take on more responsibility in the foreseeable future, please send us your application with informative and complete documents, stating your earliest starting date and salary expectations.

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<http://www.jazwares.de>