

APPLY NOW!

YOUR INVESTMENT IN THE FUTURE.



Your heart beats for innovation and sustainability? JOIN US NOW!

At Quantron, innovation and experience go together, paving the way for sustainable mobility solutions. In our company you will find a flexible working environment with a unique high level of motivation. We have a fast-paced, exciting, and collaborative culture where you will have the possibility to quickly implement your ideas, with a low level of hierarchy and bureaucracy.



SENIOR INTERNATIONAL KEY ACCOUNT MANAGER (M/F/D)

FULL TIME

KEY TASKS:

- Acquire new customers
- Identify and create new business sales opportunities for sustainable mobility solutions
- Drive pipeline and orchestrate demand generation, secure and exceed assigned targets on a quarterly and annual basis
- Actively support customer projects and tenders
- Answer customer queries, prepare customer presentations and review / draft contracts
- Support management with business planning and regular forecasting and reporting
- Promote the transformation of Quantron from product to solution provider
- Establish and maintain long-term relationships based on knowledge of customer requirements
- Monitor market and competitor activities, record key market/industry trends and derive strategic directives
- Represent Quantron at relevant trade fairs and conferences

REQUIREMENTS:

- Bachelor / Master degree
- 10+ years of sales experience, thereof 6-8 years within the commercial vehicle industry
- Experience in e-Mobility and Start-Up environment is an advantage

QUANTRON

Koblenzer Straße 2, D-86368 Gersthofen,
Phone: +49 (0)821-789840-0, Fax: +49 (0)821-789840-99,
Mail: info@quantron.net, Web: www.quantron.net

APPLY NOW!

YOUR INVESTMENT IN THE FUTURE.



- Strong sales track record, goal and result driven
- A self-starter with energy and drive to create, develop and realise
- Resilient to working under time and management pressure and adapting to changing circumstances with a high degree of flexibility
- Strong customer orientation
- Experience in an international environment is an advantage
- Fluent in English and German, other European languages are an added advantage
- Proficient with MS Office
- Travel up to 60%

WHY US?

- We work only on sustainable mobility
- Combining expertise with passion you can quickly grow with us, both in terms of skills and responsibilities
- For us teamworking comes before hierarchy and approval process
- Flexible working schedule

We consider diversity as a crucial ingredient for our growth. As an equal opportunity employer, we base our talent acquisition decisions on skills and experience. What we value is energy, courage, and reliability. We look forward to receiving your application and to learn something more about your unique story.

Join now the e-revolution in passenger and cargo transportation! 2022 is the year to #GROWWITHUS!

Send us a detailed application including a curriculum vitae and motivation letter to hr@quantron.net

Want to know more about Quantron? Follow us on social media!



www.quantron.net

QUANTRON

Koblenzer Straße 2, D-86368 Gersthofen,
Phone: +49 (0)821-789840-0, Fax: +49 (0)821-789840-99,
Mail: info@quantron.net, Web: www.quantron.net