



**Ever Researching for a Brighter World**

## **Job Description - ACCOUNT MANAGER (M/F/D)**

**for our Automotive LED Sales Team.**

### **Your tasks**

- Handling customer questions and inquiries for designated area of responsibility
- Providing solutions to customer problems with focus on customer service for designated area of responsibility
- Selling Nichia LED products to major key accounts on international markets, e.g., responding to RFQs, developing and implementing pricing strategies, supporting the negotiation of largescale supply contracts, problem solving for and with customers, thereby providing best-in-class service and value
- Strategically identifying and developing business opportunities while maintaining and increasing existing business
- Creating and developing a sustained business relationship with our key customers, based on daily verbal and written interaction, regular meetings and visits in alignment with KAM/Senior KAM/Sales-Manager
- Maintaining in-depth knowledge of technology, products as well as application and applying it towards customers, where necessary with the help of the technical support team
- Drafting and delivering of presentations and proposals to achieve sales targets
- Conducting market analysis, competition screening and benchmarking
- Supporting the formulation of sales strategies and business development by sharing customer specific information and market research findings with the team/organization
- Organizing and attending meetings, visits and workshops with customers
- Attending international trade shows and conferences

### **Your qualifications**

- Bachelor's degree in business, technical or cultural subjects
- Minimum of 3 years working experience desirable, preferably in sales or technical sales support
- Technically minded, ability to discuss products and developments with customers
- Able to work customer-oriented and focused on achieving sales objectives through solving customer needs and providing best-in-class customer service
- Ready to accept responsibility and accountability for achieving sales targets, together with Sales Managers, Senior KAM (with Automotive Sales only) and KAM
- Excellent communication skills in English, spoken as well as in writing; further languages (e.g. German, Spanish, Italian, French, Polish, Czech or Japanese) are a real asset

- A team player with the ability to establish strong relationships and to collaborate professionally with international staff and customers
- High flexibility, good time management, able to prioritize
- Accurate way of working, able to handle confidential information responsibly
- Confidence in handling numbers and figures precisely
- Readiness for occasional travelling

### **We offer**

- A dynamic international team
- Exciting work in the growing Automotive Lighting industry with market leaders and innovation drivers
- A chance to grow together with a successful company
- Attractive employee benefits

### **Contact details**

If you are highly motivated and have a distinct ability to work in teams, please send your resume and cover letter in English per e-mail to our Human Resources department at

[Career-Germany@nichia.com](mailto:Career-Germany@nichia.com)

Please visit our website at [www.nichia.com](http://www.nichia.com).