

Job vacancy: Senior Account Manager Southern Germany

Yamaha Motor Intelligent Machinery (IM) Europe, Inc. sells and supports perfect solutions for the SMT market, from Screen Printing and Dispensing to Placement and AOI solutions; we are the source for the Yamaha brand of equipment in Europe, Russia, Middle East and Africa.

Our regional headquarters is located in Neuss Germany, with regional support in place to meet your sales and service needs across Europe. For sales, support or service inquiries, please contact us by the information below or use the contact button to provide us your contact information.

Job description: Senior Account Manager

Summary: The Senior Account Manager is responsible for the acquisition of new accounts and maximizing sales opportunities with new and existing accounts. Focus will be on new business development for the full Yamaha IM product portfolio.

Principle duties:

- Responsible for the development and achievement of sales through direct sales
- Focus on finding and winning new customers, together with further business development of existing clients
- Proactively assess, clarifies, and validates customer requirements on an ongoing basis and represents the entire range of Yamaha Motor IM products and services to meet the customer's needs
- Establishes productive, professional relationships with key personnel in customer accounts
- Represents Yamaha Motor IM Europe in a positive and professional manner
- Is responsible for the making of quotations, advising customers, decide on pricing, determine on discounts and closing deals and contracts regarding Yamaha Motor IM products and services in order to realize the target budget
- The Senior Account Manager makes/ is responsible for a reliable forecast for his/ her sales area and will take care of monthly business report, including planning and information regarding market and competition.
- Maintains and continually improves technical and professional abilities required to be successful
- Perform other duties as assigned by management

Skills required:

- First and above all, a hunters mentality and highly self-motivated
- Successful experience with SMT equipment sales
- Experience in the process of getting capital equipment accepted onto Approved Vendor Lists (AVL's)
- Significant contact within the German SMT industry
- Strong relationship building skills
- High energy level and the flexibility to respond and pro-actively adept to constantly changing market and customer requirements
- A no nonsense, CAN do mentality
- A high productivity level in terms of customer visits
- Team player



Requirements:

- Minimum 5 years successful experience in selling SMT capital equipment
- Proven track record in building new business
- Available to travel locally and when needed internationally for company business as required
- Good negotiation skills
- Microsoft office skills (Word, Excel, PowerPoint, Outlook)
- Native speaking German with good communication skills verbal and in writing in English

Apply to:

Patrick de Wit
General Manager
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