



**Unsere Kunden sind
eine Klasse für sich.**

Wir auch.

Activities of ALD France

ALD France, as a member of AMG, Advanced Metallurgical Group NV, offers highly engineered products and furnace systems, designed for high tech industries, research institutes as well as the nuclear industry. Being a market leader in sintering furnaces, we also design and manufacture a wide range of other types of furnaces. Our leadership position is further enhanced through our high product quality and customer service. We have strong position as a global worldwide supplier.

At the earliest possible date, we are looking for a

Senior Key Account Manager (m/w/div.) for ALD France

In your new job you can expect the following exciting tasks:

- Conduct of negotiations
- Commercial sales
- Business management monitoring (cost estimation and control)
- Participation in the development of sales forecasts for the company
- Setting development goals and priorities
- Analysis of tender / specifications
- Establishing and maintaining business contacts and important stakeholders
- Carrying out market studies and profitability studies (e.g. financial requirements for the introduction of a new product, ROI)
- Ensuring the administrative and economic management of a contract
- Recruitment and training of a sales team
- Ensuring efficient cooperation with other departments of the company

Your Profile:

- 5-8 years minimum direct sales experience and management skills
- B2B direct sales experience / acquiring new business
- Establishment and maintenance of a network
- Excellent command of English, French and German
- Good knowledge of contract law, trade regulation and competition law

Your Benefits:

- A secure, varied job in a highly motivated team
- A performance-related salary with various special payments
- Company car also for private use
- High level of autonomy

Are you interested? Then please don't hesitate to apply by using the **K-No. F-19001 and sending your complete application documents in English, including statements regarding your desired salary and your earliest possible date of availability to Bewerbung@ald-vt.de .**

We are looking forward to getting to know you!