

To strengthen our national team we are looking for an

## **Major Account Manager (m/f/d)**

### **Your area of activity:**

- Goal-oriented and profit-responsible handling of the defined accounts
- The sale of all products and services belonging to the AUCOTEC portfolio
- Commercial elaboration of complex offers and framework agreement
- Needs assessment, commercial and technical advice from interested parties
- Preparation and implementation of product presentations, participation in trade fairs
- Independent management of purchase and contract negotiations
- Customer support in all phases of the sales process
- Planning and reporting tasks
- Project support and sales project management

### **Skills / Prerequisites:**

- Completed studies in the following areas: electrical, process or automation engineering, industrial engineering or a similar course of studySales skills in the area of technical software and at least 3 years of sales experience in the capital goods business
- Strong communication skills, negotiating skills on all levels (including management)
- Confident manner, sense of responsibility, commitment
- Strategic working method
- Good knowledge of English

Apply via email to [Jobs@aucotec.com](mailto:Jobs@aucotec.com).

In case of queries executive assistant Ms. Beatrix Tillmann is available by phone at +49 (0)511 6103-0.

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