

Key Account Manager

We are looking for highly motivated, intelligent, and creative self-starters who are excited to help customers succeed.

INGUN USA, Inc. is a subsidiary of INGUN Pruefmittelbau GmbH, a German based manufacturer and market leader for innovative Test Solutions in the Electronics Manufacturing Industry. As a global company with 11 subsidiaries and more than 40 distributors across the globe we proudly look back to over 45 years of experience and the highest reputation in the market.

Territory responsibility

Bay Area, San Francisco

Responsibilities

- Drive overall sales growth within the assigned region
- Develop strategic relationships in key areas
- Develop new high-profile key accounts in the Bay Area
- Create Account profiles and Account development strategies
- Solve customer challenges by providing technical consultation and solutions using INGUN's products
- Identify future market needs and trends

Expectations

- Performance driven, goal-oriented and extremely hard working
- Excellent presentation, communication and relationship building skills
- Ability to handle multiple priorities simultaneously and manage time effectively
- Persistence and attention to detail when following up on customer requests and potential customers
- Desire to constantly learn new things and better yourself
- Ability to use problem-solving skills to identify and develop solutions to technical and related commercial customer challenges
- Extensive travel to customer locations within assigned territory

Please send your resume and cover-letter to Sven Frischen-Nocher at INGUN USA:
sven.frischen@us.ingun.com