

# 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](mailto:sven.frischen@us.ingun.com)