

YOUR SKILLS ARE OUR ADVANTAGE

BOLLINGHAUS[®]
STEEL

**ACCOUNT
MANAGER
(M/F/D)**

Tradition, family and progress.

We are a dynamic and future-oriented company with over 130 years of company history. We are a family-owned medium-sized enterprise with locations in Germany, Portugal, Italy, and the USA. As a manufacturer of stainless steel profiles with a global presence, we serve our customers with expert advice, worldwide service, and products of the highest quality. As a family-owned business, we represent values of humanity, proximity, and continuity.

Your Profile

- You have a completed either a commercial education or a degree and have technical understanding
- You have several years of professional experience in outside sales
- You bring substantial industry knowledge in the sales of stainless steel (long products) or similar products
- You exhibit a high willingness to travel and are comfortable being on the road
- You have excellent proficiency in English, both spoken and written; additional proficiency in other languages (Spanish, French, Portuguese) are an advantage
- You are communicative and dedicated, work independently, are reliable, and well-organized
- Working with common office software (Word, Excel) is second nature to you, and you are experienced in handling ERP solutions

Your Responsibilities

- Proactive management of a defined customer base, both in inside & outside sales
- Establishment and maintenance of strong, long-term customer relationships
- Development of new business opportunities with existing customers and/or identification of areas for improvement to achieve sales targets
- Close collaboration with colleagues in the sales team
- Diligent maintenance of our customer data
- Representation of the company at exhibitions and online events

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