

# Job Opening

## KEY ACCOUNT MANAGER

<b>Country</b>	<i>France</i>	<b>Site</b>	<i>DEFTA SERVICES</i>
<b>Duration</b>	<i>Permanent</i>	<b>Functional Area</b>	<i>Sales</i>

*DEFTA is a major player in the metal parts creation industry. We design cutting-edge solutions for the automotive sector as a Tier 1 supplier and more broadly in the industrial sector, responding to the most complex challenges with ever more innovative methods.*

*With its 1,000 employees, DEFTA has a strong presence in Europe (France, Spain, Slovakia and Romania) and aims to continue its growth by constantly opening up to new markets and continuing to develop.*

### Missions & Responsibilities :

- ✓ Implement all actions to develop sales to car manufacturers and other customers
- ✓ Satisfying all customer requirements in the best conditions of profitability
- ✓ Manage the portfolio of Large Clients and ensure the smooth running of transactions between all parties
- ✓ Contribute to the implementation of an effective commercial strategy in order to retain and satisfy customers
- ✓ Guarantee the profitability of the business won until the end of the life of the projects
- ✓ Implement corrective actions to ensure the level of profitability at the validation of the final offer
- ✓ Market offers and/or products, in particular by :
  - Developing market share in France and abroad
  - Complaints and malfunction manager
  - Valuing the technical and economic aspects of the product, applications and its systems
  - Negotiating commercial terms and client framework agreements in collaboration with its management
  - Analysing the competition (price, product and service offerings) and market trends to define the pricing policy
  - Identifying all opportunities for new markets by promoting innovation related to R&D
- ✓ Report on commercial activities to your manager
- ✓ Carry out campaign reports

### Skills & Educational qualifications (R) Required (P) Preferred

#### Educational Qualifications :

- ✓ Bac+5 business school training
- ✓ You have a minimum of 5 years in a similar position, preferably in the automotive sector

#### Skills :

- ✓ Mastery of commercial, financial, purchasing and marketing techniques
- ✓ Excellent command of computer tools
- ✓ Excellent command of English
- ✓ Interpersonal skills and negotiation skills

### Contact

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**Deadline for applications :**

**30/06/2024**