

## **POSITION SPECIFICATION**

**TITLE:** Key Account Manager (m/f) Industrial Equipment  
**COMPANY:** LORD Germany GmbH  
**LOCATION:** Hilden (near Düsseldorf) or Home Office near Mannheim, Stuttgart or Frankfurt area

### **The department**

Sales & Marketing

### **Your role**

The Key Account Manager is responsible for growing sales in Germany and Eastern Europe in the Industrial Markets with primary focus on the Off Highway (Construction and Agricultural Equipment) and Material Handling for product lines such as Rubber to Metal parts, Electromechanical Magneto Rheological devices (Steer by wire, cab suspension).

This includes the development of a strong relationship with existing key accounts and new accounts, by the identification of customer's short- and long-term needs with respect to noise, shock and vibration control

As an Account Manager you will maintain a high level of product and solution know-how and interface with manufacturing plants in Italy and the US.

- Develop and maintain long term relationships with existing key accounts
- Successfully penetrate new accounts, identify and develop new customers.
- Define account strategies, capture plans.
- Identify and influence the decision maker of the customer.
- Maintain a high level of product and solution know-how
- Liaise regularly with US and EMEA Engineering team
- Negotiate Contracts with customers.
- Assist Business Development Manager both for RTM and EMS

### **Your profile**

- Degree in Mechanical or Chemical Engineering
- Additional education in Management / Business is an asset
- Minimum 5 years relevant sales/account management experience, ideally would have experience from Vibration and Motion Control Systems or a background in

- the Mecatronic Industry.
- Customer intimacy and business developer mentality
  - Demonstrated selling and negotiation skills
  - Value Proposition Development
  - Solid technical knowledge
  - Excellent communication skills
  - Program Management skills
  - Enjoy travelling and working on-site with customers
  - English and German: excellent written and communication skills

### **ABOUT LORD CORPORATION**

We are a privately-held Company with world headquarters in Cary, North Carolina, USA. We have regional headquarters in Geneva, Switzerland and Hong Kong, 17 manufacturing facilities in 8 countries and more than 90 strategically located sales and support centres worldwide.

Founded in 1924, our technical expertise is built on decades of experience and knowledge in engineering and science. Customers say our technical support is one of our defining strengths. We provide value to our customers by collaborating closely with them on product design, process engineering and product performance.

LORD employs close to 3,000 people. As an Employer, we believe in the worth and dignity of each individual and in the need to provide an environment which promotes individual and team development as demonstrated by continuous improvement, leading to external and internal customer satisfaction.

Visit [www.LORD.com/EMEA](http://www.LORD.com/EMEA) to find out more about us.

**A P P L Y   N O W !**

Please send your application including Salary expectations and availability to [germany\\_careers@lord.com](mailto:germany_careers@lord.com)



Innovation

Collaboration

Technology

Join Our Team!



**LORD**