

**Key/Territory Account Manager****Gebiet: XXXX**

Department: Sales

Reported to: Managing Director

DMC Europe

DMC® Europe GmbH, formerly known as MCD-Tools GmbH®, is the European subsidiary of Daniels Manufacturing Corporation® (DMC) headquartered in Orlando, Florida. For over 75 years, DMC has been the trusted provider of tooling and technology for mission-critical electrical systems all over the world.

MCD-Tools was a leading distributor for DMC for over 15 years before being acquired by DMC in the Summer of 2024. Now, as part of the DMC family, DMC Europe offers the extensive DMC product portfolio as well as products from trusted partners like Ideal Industries, Snap-On Industrial and Compaero. DMC Europe also offers custom-engineered tooling, calibration & repair services, direct technical support and free, on-site tooling consultations and training as necessary.

Summary of the activities:

DMC Europe GmbH is looking for a Key/Territory Account Manager to represent DMC Europe in the territory/territories listed above.

The ideal candidate will have years of experience with territory & account management in the aerospace industry. He/she will be able to manage customers independently and put customer needs first.

Tasks:

- Build and maintain relationships with existing and potential customers in the assigned territory
- Assisting in the resolution of customer problems and complaints
- Ensuring a high level of customer satisfaction through proactive support and service
- Product management. Project management and cooperation with product development
- Trade fair appearances and visits
- Identifying new business opportunities and generating leads
- Analysis of market trends and competitors in the area
- Preparation of reports on sales activities, market developments and customer satisfaction

Responsibility:

- Regular reporting to management on progress, successes and challenges in the territory
- Responsibility for key account sales and territory sales
- Monitoring of call-off orders and customer contracts in consultation with the GF

Qualifications & Requirements:

- English [German] (other Language depends on the territory)
- Willingness to travel

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- Professional experience in the aerospace industry
- Experience in the connector industry (desirable, not required)
- Proven track record in sales, ideally in the relevant market or industry.
- Experience in B2B sales and dealing with large customer accounts (for Key Account Managers).
- Good understanding of the market, competitive landscape and industry trends.
- A Bachelor's degree in business administration, marketing, sales or a related field is often desirable.

Personal qualifications:

- Communication Skills: Excellent verbal and written communication skills to communicate effectively with customers, peers and supervisors.
- Customer Focus: Strong service orientation and ability to build and maintain long-term customer relationships.
- Organizational and time management: Ability to manage multiple tasks and projects simultaneously, set priorities and meet deadlines.
- Analytical thinking: Ability to analyze data, identify trends and make informed decisions.
- Independence and proactivity: Independent working style and ability to make decisions and take action independently.
- Flexibility and adaptability: Ability to adapt to changing market conditions and business strategies.

Technical skills:

- Software knowledge:
 - o Familiarity with CRM systems (Customer Relationship Management) and other sales tools.
 - o Basic knowledge of MS Office, especially Excel and PowerPoint, for analyzing sales data and creating presentations.
- Technical understanding:
 - o Technical understanding (technical degree if applicable)

In addition to these qualifications, Territory and Key Account Managers should also have a high level of motivation, determination and the ability to work as part of a team. A positive attitude and a willingness to continuously learn and develop are also very important.

Our benefits:

- A varied job with development opportunities.
- A stable working environment with short decision-making processes.
- Competitive salary and attractive additional benefits.

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- Training and further education for professional development.
- Promotion & development opportunities
- A committed team and an open corporate culture.

Financial benefits

- Company pension scheme (minimum length of service required / no company pension scheme for mini-jobbers)
- Travel subsidy or job ticket
- Meal subsidy or canteen discounts

Work-life balance & flexibility

- Hybrid working (depending on the position in the company)
- Flexible working hours & flexitime
- 4-day week (if possible)
- 30 vacation days

Further training & career

- Individual further training & certifications
- Career prospects & promotion opportunities
- Participation in conferences & trade fairs

Health & well-being

- Company health management
- Gym allowance or company fitness (e.g. cooperation 7/11)
- Health-promoting measures

Corporate culture & team

- Flat hierarchies & open communication
- Team events, offsites & company celebrations
- Corporate volunteering (social engagement opportunities)
- Employee lounge, free drinks & snacks

Family friendliness

- Childcare allowance (only for children not of school age)
- Parental leave support
- Part-time options

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