

## **Key Account Manager**

**Seattle, WA-USA**

### **Benefits Offered**

401K, Dental, Life, Medical, Vision

### **Employment Type**

Full-Time

We are seeking a Key Account Manager in the Seattle area to join our team!

### **Opportunity Profile:**

This position is targeted to focus primarily on the sale of Leuze products and solutions across key vertical markets – e.g. Packaging, Intralogistics, etc. The main focus will be to drive profitable growth through demand creation and KAM activities within a given set of strategic customers and named accounts in the territory. It will require calling on end users, consultants, systems integrators, and OEMs to generate new business opportunities, and to maintain a healthy funnel within Leuze's CRM.

### **Key Responsibilities & Duties:**

- Achieves YoY growth targets for all business units represented
- Achieves regional sales operational objectives by contributing vertical sales information and recommendations to strategic plans; preparing and completing action plans; resolving problems; ensuring accuracy in CRM data input; identifying market/product trends.
- Meets sales financial objectives by providing forecasts; meeting monthly, quarterly, and yearly budgets; managing T&E expenses
- Successfully creates and manages an active opportunity pipeline
- Interacts with Marketing, Application and Support Engineering, and Product Management to provide a World Class customer experience
- -Resolve customer inquiries and complaints

### **Qualifications:**

- BS/BA Degree in Engineering or Business (marketing, administration, economics) or other technical field or possess a track record in professional career relevant to accountabilities of the role.
- Experience of working within a B2B sales environment is essential – to include knowledge of a channel sales (distributor) environment
- Experience of using standard business reporting tools and reporting on key metrics
- Experience of managing accounts in a structured methodology including account plan reviews.
- Experience of working with complex account and distribution
- Results oriented mindset and detail oriented
- Effective time management and negotiation skills
- Someone adaptive to change and a natural problem solver

**About Leuze Electronic Inc:**

With curiosity and determination, we – the Sensor People from Leuze – have been innovators for technological milestones in industrial automation for more than 50 years. The success of our customers is what drives us along with our work future-oriented work, Leuze continuously sparks new ideas thus actively contributing to progress within the industry.