

Joyson Safety Systems is one of the leading global developers and manufacturers of automobile occupant protection systems with a turnover of ca. 4,8 billion euros and more than 50,000 employees worldwide. We represent innovation and progress. As a reliable and skilled partner of the automobile industry, we design, develop and produce occupant protection systems and components. Our portfolio includes steering wheels, airbags and generators, safety belts, technical plastic components, electronics and sensor technology which we supply to nearly all renown vehicle manufacturers worldwide.

Our team in Aschaffenburg needs support and we are seeking:

Account Manager (all genders) - Sales Stellantis and other OEM´s -

Site:
Aschaffenburg

What you can change — your duties

- Develop and manage the customers relationship end-to-end to build trusted and long-term partnership and strategy to achieve mutual benefits for the customer and the company
- Develop business growth: from RFQ to service parts in accordance with the commercial account strategy
- Maintain close and regular contacts with customers and development partners (on-site and via video conferencing)
- Manage customer requirements, pricing, and quotations ensuring close collaboration with the different departments such as Engineering, Controlling, Logistics, Production to achieve target-oriented results
- Manage commercial performance on the complete life cycle of the programs including prices negotiation, contracts implementation and account receivables
- Develop, present and negotiate clear and detailed proposals and solutions which answer customer needs and are aligned with the company
- Implement change management on projects and series production

- Develop a multi-year account sales forecast and budget plan to achieve consistent revenue growth
- Supporting the global Stellantis Group sales organization

Impress us – your qualifications

- A bachelor’s degree in engineering or business administration, or a comparable qualification
- Experience in the automotive sales supply industry and in project management
- A basic understanding of engineering and business administration
- Fluency in spoken and written English, French is an advantage
- Excellent communication, negotiation and interpersonal skills
- Proficiency in MS Office
- A strong customer-oriented mindset with ability to prioritize effectively
- Analytical thinking and problem-solving abilities
- Ability to work independently and within multi-cultural team
- Adaptability to changing market conditions and customer needs
- Willingness to travel

What we offer — your benefits

- First aid station & Health Care Centre
- Discounts at well-known gyms
- Company canteen
- Free parking
- Flexible working time
- Good transport connections
- JobRad

Contact

We look forward to receiving your application! Please send by e-mail to your contact:

Laura Staab

laura.staab@joysonsafety.com.

Your contact will also be available for any queries you may have.