



tremco illbruck is a European manufacturer and service provider of high-performance, sealing, bonding, waterproofing and passive fire protection for the construction and manufacturing industries. With more than 1,100 employees at 25 locations in Europe, Africa and the Middle East we achieve an annual turnover of EUR 315 million. tremco illbruck is one of six independent business units of RPM Inc., a world leader in specialty coatings.

To further successfully grow our Industry division and its department "General Industry" we are looking for an ambitious and experienced:

Key Account Manager (f/m)

Full Time (Home Office)

As member of our sales team you are responsible for selling and advising customers regarding specialized products such as sealants and adhesives in various branches within the producing industry, e.g., appliances, electronics as well as HVAC-system manufacturers. Being an integral part of our powerful sales team you effectively develop and grow strategic business opportunities in Europe and cultivate new ideas using different sales channels. Our professional marketing & product management team will support you all the way.

Your tasks

- › Sales field work on site at existing customers in the segment „General Industry“ throughout Europe
- › Acquisition of new customers
- › Development and execution of additional value based sales strategies
- › Build strong business alliances, negotiate supply shares, pricing and conditions
- › Commercialization of our product and solution innovations in the market
- › Work closely with the sales director, customer service, technical support as well as supply chain departments of our production companies
- › Analyze markets and competitors to create reports as needed

Your Profile

- › Technical understanding of specialized, complex industrial products in industries outside the construction industry
- › Experienced negotiating & sales enthusiast
- › Entrepreneurial thinking and hands on mentality
- › Highly customer oriented and focused
- › Communicative competences, team player and motivated self-starter
- › Willingness to travel up to 80% within Europe
- › Experienced in using CRM systems like *Dynamics 365*
- › Fluency in German and English (reporting language in the company) – knowledge of other languages advantageous
- › You want the success!

What we offer

- › A versatile and international task in an open and attractive, modern working environment that is characterized by teamwork and a cooperative management style
- › Flat hierarchies with open communication
- › Intensive training and individual personal development programs to effectively support your training on the job
- › Competitive salary & bonus scheme
- › Company car also for private usage
- › Home Office
- › Part of a growing international Group

Become part of our team and shape the future of the tremco illbruck Group!

Does this sound like your next challenge?

We are looking forward to receiving your complete application. Please send it via email as pdf attachment including your salary requirements and availability to: hr_contact@tremco-illbruck.com

Contact

tremco illbruck Group GmbH, HR Department, Von-der-Wettern-Str. 27, 51149 Köln. www.tremco-illbruck.com

In order to offer you a great candidate experience, we might forward your application within our company. If you do not agree with that please make sure to mention it in your email and cover letter.