

Life Cycle
Management

Finally
you take
off with the
number 1.

Key Account Manager SaaS and Integration (m/f/d)

- Do you see yourself as a maker and are you good at handling phone calls until the „receiver glows“?
- You think in a networked way, resistance does not stop you and a „no“ drives you to top performance?
- Have you already built up a track record of successful contract closures?

If you can answer with „yes“ to these questions, we should get in touch:

For our location in Munich, Germany or Cluj-Napoca, Romania we are looking for you as Key Account Manager SaaS and Integration (m/f/d)

As Key Account Manager, you will open sales channels for our Life Cycle Management SaaS solution and play a key role in driving our business growth.

We are looking forward to welcoming you soon!



AMSYS GmbH

Roentgenstrasse 5 | 82152 Planegg - Munich | Germany

AMSYS Solutions S.R.L.

B-dul 21 Decembrie 1989, nr. 23-35, sc. 6, et. 2, ap. 80 | Cluj-Napoca | Romania

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Career / Job

● About AMSYS:

As a young, successful company with start-up mentality with offices in Munich and Cluj-Napoca, we pursue the goal of increasing the safety and reliability of our customers' complex products throughout their entire operating life. The tasks for our customers are increasing and with them our software solutions and our team grows.

● Our products:

Life Cycle Management (LCM) Client www.lcm-client.com

The customizable, web-based tool for automated reactive obsolescence management (OM) processes and digital proactive risk management (RM) analysis and forecasting - IEC 62402, smartPCN and VDMA24903 compliant - including REACH/SCIP reporting, RoHS as well as lead time analysis and much more.

Obsolescence Management Portal

www.obsolescence-management.net

The exchange portal of transport companies to solve all obsolescence problems.

Free PCN Generator

www.pcngenerator.com

The free tool for creating, editing and reading standardized change (PCN) and discontinuation (PDN) notices.

● Contact:

Please send your application to:

Hans-Georg Dueck - info@am-sys.com

For questions please contact us at
+49 89 997 4080 01 at your disposal.

Your tasks:

- You are responsible for lead generation by actively approaching potential new customers at manufacturers and operators of highly complex products, e.g. trains, airplanes, medical and energy systems, as well as through their entire supply chain.
- You support your customers through the entire sales process - from sourcing, to building a shared vision, to the final deal.
- You present our solutions in a goal-oriented manner according to the needs of your customers and independently conduct contract negotiations.
- You will have your own customer base from day one and will continue to expand this network.
- The achievement of quantitative and strategic goals is your responsibility, and you identify potentials beyond the pure daily business.
- You continuously improve existing sales processes and find ways to optimize daily operations as well as our brand presence.

Your qualifications:

- You have completed a (technical) university degree or otherwise acquired knowledge to perform your technical and business tasks.
- You already have relevant experience in B2B sales of PLM or SaaS applications.
- You are confident in using office tools (Excel, Word, PowerPoint) as well as project management and CRM systems. The internet is your favorite terrain.
- Experience in design and/or implementation of customizable web applications or cloud solutions is a plus.
- Fluent English is required, German is a big advantage, other languages are desirable.

Your personality:

- You are communicative and well organized, possess sales and negotiation skills and convince your counterpart of the best idea.
- You also bring a thirst for knowledge, curiosity, and a confident appearance.
- You have the hunter gene, are ambitious to generate deals, close deals, and work persistently and purposefully to do so.
- Being able to familiarize yourself with new tasks and content quickly and independently is one of your strengths, and you also adapt easily to new circumstances.
- You are always friendly and courteous to customers, colleagues and other contacts and stay calm even in stressful situations.
- Perfect work results are your trademark, you can be relied upon.
- We also need you to think and act in a solution-oriented manner.

What we offer:

- A permanent position and an attractive salary package (with optional performance-based flexible bonus).
- Start-up mentality and an international, creative, innovative, and open-minded team that you enjoy working with.
- We (almost) don't care how you organize your working time, it's the result that counts.
- A contact person who can answer your questions in the beginning.
- Flexible work from our offices in Germany, Romania, or home office.
- You get a smartphone and a laptop for professional and private use. Apple or Windows? Your choice!
- In addition, you always can contribute your own ideas and implement them.



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