

Installed Base Key Account Manager

Company Profile

With decades of experience and sales in over 100 different AAC plants in 20 countries on 6 different continents, Aircrete Europe is the recognized global leading developer and manufacturer of Autoclaved Aerated Concrete (AAC) machinery and technology for the production of AAC panels and blocks.

We design and deliver the most innovative turn-key AAC plants and cutting-edge plant technology around the world. Being the long-term, exclusive project partner for our customers, we guide you through all the steps of planning, building and operating your AAC factory. We are a full technology partner, not just a machine supplier, resulting in maximum value creation for our customers.

Our corporate headquarters, operations and the manufacturing sites are located in Oldenzaal (the Netherlands) where we operate with an international team of nearly 20 different nationalities. In addition, we have a subsidiary in Shanghai, China and a network of dedicated sales representatives in the Americas, Middle East and South-East Asia.

Job Description

Aircrete Europe is looking for an technically-oriented and result-driven **Installed Base Key Account Manager** to support the Business Development sales team with technical sales to Aircrete Europe's installed base clients and other AAC factories which are currently not included in the Aircrete portfolio. The position requires a pro-active approach, technical communication with the clients directly and traveling to plants worldwide will be part of the job.

The vacancy concerns a technical and dynamic position within the Business Development department of Aircrete Europe, but with very close ties to Aircrete's Operations and Engineering teams. You will be responsible for supporting the Business Development team with technical projects, by building close relationships with existing accounts and by expanding our customer base on a pro-active basis. Eventually, the goal for you is to become the key point of contact for clients and you will provide both pre-and after-sales advice.

The preferred candidate has an engineering background, preferably with commercial experience. Knowledge of the AAC market (both related to the product and AAC technology) is a pre, however not a strict requirement. Given the international character of the position, fluency in English is an absolute must while command of other languages is considered advantageous.

The main activities of the function are focused on:

- Responsible for building and maintaining close relations with Aircrete's current (and new) customers.
- Handling the entire after-sales process from preparation of proposals, handling sales orders and ensuring that these are executed within the timeframes and budgets.
- Supporting the Business Development team with technical request for larger modification and upgrade proposals for customers.
- Identify the various requirements and needs of clients and define suitable technical solutions together with the engineering department.

- Pro-actively engaging with existing customers to identify opportunities for replacement of machinery, modernizations or expansion.
- Deliver pre-and after-sales advice and provide technical back-up as required.
- Originating and executing Aircrete Plant Scans (short technical visits to AAC plants to identify potential areas of improvement).
- Make technical presentations and support marketing activities by attending trade shows, conferences and other marketing events.
- Liaise with other members of the sales team and other technical experts.

Job requirements

- At least 3 years of work experience with machine sales
- A strong preference for specific knowledge / experience with AAC machines or relevant technical experience in the building materials machinery industry.
- A Bachelor or Master degree in Mechanical Engineering or other engineering/technical discipline.
- Excellent speaking and writing skills in English. A second international and Dutch language is highly beneficial.
- Performance driven, with excellent transferable skills and demonstrable track records of achievement in past roles.
- Ability to understand and disseminate technical concepts effectively.
- Willingness to travel frequently (worldwide) and occasionally during weekends.
- Being able and willing to work independently.
- Good knowledge of MS Excel and MS PowerPoint.
- Strong analytical, communication and sales skills.

What do we offer

- A challenging fulltime job in a fast growing and dynamic company with a young multinational team.
- Working place is Oldenzaal, The Netherlands.
- In-house training of the Aircrete product portfolio.
- A competitive salary with bonus program in line with your function and experience.
- Depending on the location of residence a company car could be discussed.

Application/ More Information

Apply by sending your motivation letter and CV to recruitment@aircrete.nl addressed to Mrs. Bercin Aslan, HR Manager.