

# Key Account Manager

**Company:** Terabee, High-Tech sensor and sensing solutions company

**Company Location :** France, Saint Genis-Pouilly, (Close to Geneva, next to CERN)

**Main Territory of Activity :** France

**Contract:** Full-time

**Reporting to :** Head of Sales

## Job Description:

Terabee designs and manufactures innovative sensors and solutions for the Smart Building market. We are leaders in Time-of-Flight sensing, sensor modules, embedded software, and ready-to-deploy solutions to help with building efficiency and occupant wellbeing.

We are now seeking a motivated and self-driven Key Account Manager to join our growing team! You will operate within a highly stimulating and international environment. You will be a team worker with a creative mind, a sense of initiative and a can-do attitude.

## Role and Responsibilities:

The work involves careful strategic planning and positioning in the appropriate markets, or enhancing the operation of the business, position or reputation. Your work will often reach across all areas of the business.

As a Key Account Manager, your responsibilities include:

- research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- seek out the appropriate decision maker in an organisation
- Generate a sales pipeline, leads and cold call prospective customers
- meet with customers/clients face to face or over the phone/video call
- foster and develop in-depth relationships with customers/clients
- understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- negotiate pricing with customers, and partners in some cases
- carry out sales forecasts and analysis and present your findings to senior management

- think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- work strategically - carrying out necessary planning in order to implement operational changes
- coordinate the establishment of client contracts with the relevant department within Terabee
- discuss promotional strategy and activities with the marketing department
- liaise with the finance team and operations departments as appropriate
- have a good understanding of Terabee products and services and be able to advise others about them
- attend seminars, conferences and events where appropriate

## Profile :

- A degree in business management or general business studies is welcome.
- A full driving licence is a requirement.
- Fluent English language, spoken and written
- Minimum 3 years experience in a similar position

## You'll need to have:

- tenacity and drive to seek new business and meet or exceed targets
- initiative and the confidence to start things from scratch.
- the ability to multitask and prioritise your workload
- project management and organisational skills
- the ability to motivate yourself and set your own goals
- negotiating skills
- an excellent telephone/video call manner for making initial contact and for ongoing communication with customers and business associates
- interpersonal skills for building and developing relationships with clients
- written and verbal communication skills - needed for communicating with a range of people, both internally and externally, as well as presentation skills
- IT skills, including the use of spreadsheets
- team working skills and a collaborative approach to work
- decision-making skills
- the ability to think strategically
- the ability to analyse sales figures and write reports
- a flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment