

## Key Account Manager Nordics

Location: Aarhus, Denmark

*Vice President Hans Wezenberg:  
"WOLONG continues to expand our  
presence in the Nordic region. There-  
fore we are looking for an ambitious  
Sales Professional.*

*Are you or do you know our new team  
member?!*

*Power your future*

**WOLONG | ATB**

The WOLONG Group is one of the leading manufacturers of electric power drive system solutions and is one of the Global TOP 5 players in this field. In Europe the group has ten production locations and seven regional sales teams (145 fte in sales), responsible for the sales of all group products in Europe.

### The Job:

Are you looking for a position where you will be the key point of contact to the customer?

WOLONG is searching for a Key Account Manager, responsible for the OEM market in the Nordic countries (notably Denmark and Norway). WOLONG produces electric motors and drives, mainly for customer-specific solutions in small and large series.

As a Key Account Manager at WOLONG, you will have the following responsibilities:

- Establishing, maintaining & developing new customers.
- Identification of business opportunities and market potential
- Controlling of incoming project inquiries
- Executing contract negotiations.
- Budget planning and continuously analyzing the market.
- Participation in fairs, customer events etc.
- Preparation of KAM reporting.
- Responsible for achieving company/ sales targets in accordance with planned requirements

### Qualifications:

- An excellent business understanding and a high level of commercial business insight.
- Background from a similar position with documented results.
- You have the ability to work independently
- You are capable of keeping objective under pressure
- You have affinity with electrical engineering (and/or mechanical engineering) and familiar with relevant applications.
- You have an excellent command of Danish and/or Norwegian. Additional, you are fluent in spoken and written English.

### We offer:

- An existing job in an international company with excellent opportunities for professional and personal development.
- A great team of committed colleagues working in an informal environment.

Your primary work location could be Aarhus, Denmark, and you must expect 40-60 travel days per year mainly in the Nordics.

You will report to the regional sales manager

### Apply:

If you have the desire to be "World Class" then we look forward to hearing why you think you are the ideal candidate for this job.

Please apply via mail: [jobs.ijsselmuiden@atb-motors.com](mailto:jobs.ijsselmuiden@atb-motors.com)