



Power your future

Key Account Manager (Italy)

Wolong International, Europe

Wolong EMEA (Italy)

(Full Time Milan, Italy)

WOLONG | **ATB**

WE ARE THE **WOLONG GROUP** ! One of the leading manufacturers of Power Drive System solutions and one of the world's top 5 producers in this segment. More than 18.000 people employed worldwide whereof 3.000 in Europe. The product portfolio covers motors and inverters, generators, power supply batteries and transformers and other related products, in a power range from a few Watt to 135 MegaWatt. As a growing corporate, we offer our employees a great place to work and develop. Here, your initiative and teamwork are highly valued and your contribution and success are recognized. The European Sales Headquarter of Wolong International is located in Mönchengladbach, Germany.

About 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 Italy. WOLONG produces electric motors and drive systems, mainly for customer-specific solutions in small and large series. You will be working with many different industrial segments e.g. Wind, Marine, Oil&Gas. Home Appliance.

Responsibilities:

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.
- Preparation of KAM reporting.
- Participation in fairs, customer events etc.

Profile:

- 3+ years of professional experience with external sales, preferably in low voltage motors business
- Excellent business understanding and a high level of commercial business insight.
- Background from a similar position with documented results.
- Able to work independently
- Pragmatic, problem solving, team-player, and flexible mindset to work effectively under pressure.
- You have affinity with electrical engineering (and/or mechanical engineering), familiar with relevant applications.
- You have an excellent command of Italian language. Additional, you are fluent in spoken and written English.

We offer:

An exciting job in an international and dynamic growing company with excellent opportunities for professional and personal development. A great team of committed colleagues with hands-on working attitude.

Your primary work location will be Milan, Italy, and you expect 40-60 travel days per year mainly in Italy or Europe. You will report to the regional sales manager.

We look forward to receiving your application via: WL-Recruitment.EUsales@atb.wolong.com