



Key Account Manager

Do you want to join us in making wind competitive? We are focusing on our relationship with our customers in order to help them to succeed in a complex and competitive business environment and in that connection, we are looking for a Key Account Manager who will join us in delivering the second-to-none control system solutions to the wind industry.

Expand the Relationship to your Customer Portfolio

For our Sales Department in Rødkærsgade, we are looking for an experienced Key Account Manager. The team has the responsibility for developing and expanding the relationship with our global customers in order to ensure Mita-Teknik being considered as their preferred supplier with the ability to propose solutions that meet their objectives. You will interact closely with internal departments and specialists in order to provide the best solution for your customers. Your main responsibilities will include:

- › Obtain a thorough understanding of key customer needs and requirements
- › Establish trust based relationships with a portfolio of major customers leading to future projects
- › Ensure the correct products and services are delivered in a timely manner
- › Ensure that any issue and problem faced by your customers is resolved
- › Drive sales activities and customer relations that will generate long lasting revenue and profit
- › Establish forecasts and report progress on these to internal and external stakeholders

Influence your Own Career

You hold a master's degree in Business Administration or in engineering and you have experience as Key Account Manager of selling complex technical solutions. You have a proven record of obtaining excellent results. Experience in the wind industry or in renewable energy is a big plus.

You are open to a fast moving technological working environment and Industry 4.0 and IoT is something that triggers your interest. *"You have to have commercial drive with technical insights and dare to take responsibility, when you work here. In our Sales Department you have to be a natural networker and good at building relationships"*, says Thomas Liratsch, our VP Sales. If you take responsibility and show great results, you will be given the opportunity to explore your potential in our company and a fast growing team.

Dare to Make a Difference

As a person you are extrovert and an excellent communicator. You are customer focused and persistent. You respect and are excited working with different cultures than your own. Analytical skills and a structured approach is essential. The importance of details is part of your mindset. You are fluent in written and verbal English and mastering another language is an advantage. You must be willing to travel 60 days a year.

Do you dare to make a difference? Then send us an application to convince us that you are the Key Account Manager we are looking for.

We do not have application deadlines on any of our open positions. We take candidates into the recruitment process continuously and close the vacancy once we have found the right candidate.

If you have questions in relation to this recruitment, please contact Winnie Sonne on +45 5350 1969.

Apply

Applications must be sent by e-mail to wss@mita-teknik.com

Deadline for applications: as soon as possible

Workplace: Rødkærsgade

About Mita-Teknik

If you join Mita-Teknik, you will work for one of the world's leading suppliers of wind turbine control systems. It is an exciting and challenging industry with great perspectives. Mita-Teknik has been part of the control automation industry since 1969, and in the wind industry since the early 1980s. Since the beginning, Mita-Teknik has been an important contributor in developing the wind industry to where it is today, as we have supplied more than 50,000 high performance control systems for wind turbines in demanding environments around the world.

Mita-Teknik's headquarter is located in Rødkærsgade in Denmark and with development activities in Ukraine, production, sales and support activities in China.

For more information please visit www.mita-teknik.com