



## KEY ACCOUNT EXECUTIVE (Vizcaya)

### About the job

Gestamp is an international group specialized in the design, development and manufacture of highly engineered metal components for top vehicle manufacturers. Over 40.000 employees, more than 100 plants in 23 countries and 13 R&D Centres.

The ideal candidate is a passionate, self-motivated, and detail-oriented team player who is committed to the success of our customers. You will focus on growing and developing existing clients, as well as generating new business by identifying, implementing and executing new strategies.

### Main Responsibilities

- Operate as the primary point of contact for key account stakeholders for serial and acquisition projects
- Manage all sales-related issues and tasks in the project acquisition team
- Prepare the quotes internally / externally and participate in the negotiations with customer
- In case of ECR, claims and other discussions with customer: initiate and negotiate target-oriented solutions and pursue their sustainable implementations
- Observation of market and competition

### Qualifications

- Bachelor's degree in Engineering
- +3 years' of relevant work experience as Key Account Executive or similar position
- Convincing personality with initiative and drive
- Strong teamwork and communication skills
- Structured, result-oriented way of working
- Ability to master complex tasks and challenges in field of activity
- Excellent written and verbal communication skills in German, English and Spanish

### We offer

- Join a leading international Group in the automotive sector with a clear commitment to innovation, pioneer in Industry 4.0 and committed to ESG (Environmental, Social and Governance) criteria.
- Attractive professional development opportunities in a global environment.
- A work environment that promotes teamwork, continuous improvement, confidence, a dynamic and nonconformist spirit and passion for a job well done.
- Work/Family Conciliation benefits
- Competitive salary conditions

Send us your application! [msobradillo@gestamp.com](mailto:msobradillo@gestamp.com)

