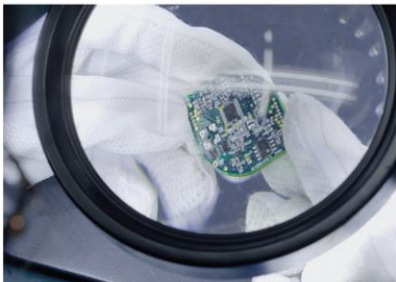
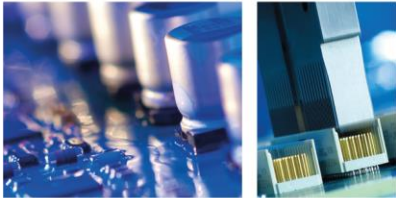
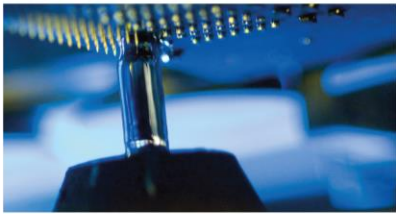


Kitron

Your ambition. Our passion.



Kitron is an Electronics Manufacturing Services (EMS) company with operations in Norway, Sweden, Lithuania, Germany, China and USA. With 1200 highly skilled employees, Kitron manufactures and delivers anything from fully assembled electronic circuit boards to complete end - products for customers globally. Related technical services like prototyping, industrialisation, material analysing and test development are also key competencies offered by Kitron. Cooperation with Kitron, means greater flexibility, cost efficiency, accuracy and innovation power along the entire value chain.

Kitron in Kaunas is looking for:

Key Account Manager

Responsibilities

- Identify and develop sales opportunities and long-term strategic relationships with dedicated key accounts;
- Focusing on growing and developing existing clients, together with generating new business
- Analyze business trends to develop business growth strategy;
- Ensure execution of customer strategies and company objectives;
- Manage complex sales cycles and direct all aspects of a sales process from initial discovery through contract negotiations and closure;
- Through own work and by leading dedicated Customer Team ensure that our clients continually receive the highest level of sales and operational customer service;
- Play an integral part in generating new sales that will turn into long-lasting relationships.

Requirements:

- Proven experience as key account manager;
- Experience of managing major national accounts at head office level
- Technical background or experience with technical product in manufacturing company;
- Project management skills;
- Excellent English language knowledge;
- Salesman nature;
- Strong account management and relationship building skills;
- International business experience;
- Excellent communication and organization skills;
- Good analytical skills.

We offer professional challenges in international work environment

If you are interested, please email your CV in English with subject „KAM“ to kotryna.rimaite@kitron.com

Only selected candidates will be informed.