



**Werde ein Teil von DESIGNA!**

## International Key Account Manager (m/w/d)

**Become part of DESIGNA now as International Key Account Manager (m/w/d) in our head office in Kiel, Germany.**

### We do that

Have you ever wondered who makes the barriers and payment machines in parking garages or lots? With 17,000 systems installed, we are the world market leader in fully automated parking systems.

And what's behind it? Quite a lot. To tailor our systems to our customers' needs – whether it's the airports in New York, a shopping center in Kuala Lumpur, or the Designer Outlet in Neumünster – we offer a comprehensive product concept made up of software, hardware, and service components.

### What your day with us looks like

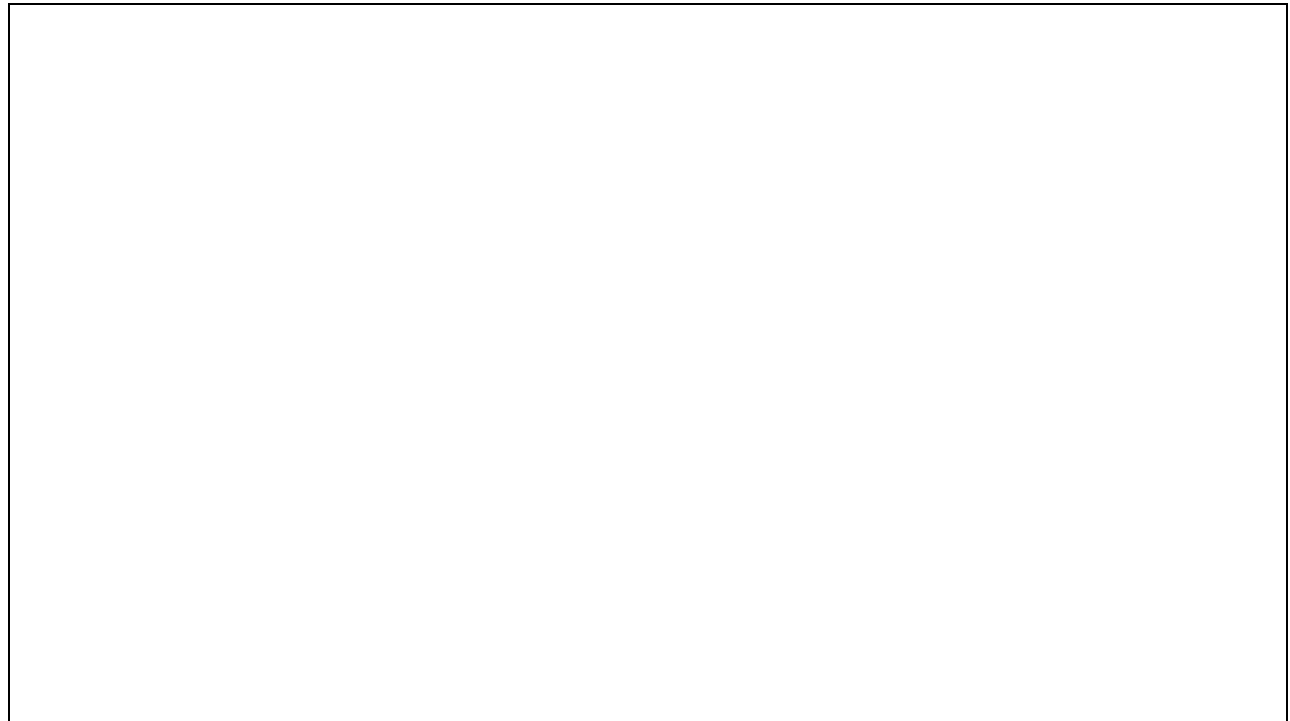
- You independently ensure the sales support of existing international key accounts.
- You accompany customer projects from the first inquiry to the contract signing.
- You support the stages of project phases up to successful project implementation.
- You coordinate customer-specific solutions and develop tailored contracts.
- You independently handle interdisciplinary tenders.
- You are responsible for expanding and maintaining the international key account network.
- You support our international sales units with key-account-related sales activities.

### Why DESIGNA

### What you bring to the table

- Exciting, international environment with direct impact.
- Flat hierarchies, quick decision-making.
- Attractive, performance-oriented salary model within a permanent employment contract.
- Modern work environment, flexible working hours, and remote/hybrid options.
- 30 days of vacation.
- Regular fun team/sport events, e.g., eSports evenings, participating together in Xletix, and the DESIGNA summer party.
- Bike leasing and employee discounts.
- A (subject-specific) university degree, preferably in a technical field.
- Proven experience in international key account management and B2B sales.
- Willingness to travel and a strong customer focus.
- A good basic technical understanding.
- Fluent in German and English.
- A proactive work style and teamwork skills.
- Confident use of MS Office; MS Dynamics NAVISION is a plus.
- Experience in the parking management industry or similar fields is a plus.

**This is working at DESIGNA **



**For more impressions, why not check out our careers page**

**Do you have questions?**

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