



JOIN US TO MAKE A DIFFERENCE.

Kärcher leads the market in cleaning systems, products and services; representing quality, innovation and sustainability. We owe this success to our personnel, who demonstrate their commitment every day on behalf of our company and our products.

As a family owned organisation, with well-developed corporate structures, we can offer exceptional career prospects. Interesting challenges and opportunities for knowledge transfer provide a perfect platform for your individual career planning and personal development.

We are looking for committed staff that value teamwork and can, together with us, deliver what makes Kärcher special – always providing the best, without exception.

Your contact

Kärcher Romania
HR Department
Bucharest, sos. Odaii no.439
Resurseumane@kaercher.ro



Extraordinary tasks call for extraordinary people. We look forward to your dedicated support of our "KAM Direct Sales" department at our company in Timisoara.

Key Accounts Manager based in Timisoara- Direct Sales (m/f)

Your tasks include

- Developing a solid and trusting relationship between major clients (B2B) and Kärcher Romania
- Resolving key client issues and complaints
- Developing a complete understanding of key account needs
- Anticipating key account changes and improvements
- Managing communications between key clients and internal teams
- Strategic planning to improve client results
- Negotiating contracts with the client and establishing a timeline of performance
- Establishing and overseeing internal budgets with the company and external budgets with the client
- Working with design, sales team, creative, advertising, logistics, managers, marketing, and team members from other departments dedicated to the same client account to ensure the highest quality of materials are being produced and all client needs met
- Meeting all client needs and deliverables according to proposed timelines
- Analysing client data to provide customer relationship management
- Expanding relationships and bringing in new clients

Our offer for you

- A secure job with flexible time models.
- Above-average employee benefits.
- A motivational working atmosphere with plenty of flexibility, freedom and personal responsibility.
- A unique work environment, where the emphasis is on the compatibility of your family and work life.
- Individual development / further training measures and attractive career paths.

Your qualifications include

- Four to five years' previous work experience in sales, management, key account management.
- Industrial sales experience: professional and / or industrial technical products (Industrial vacuum cleaners, vacuum cleaners / floor washing machines, street vacuum cleaners / sweepers, industrial water pressure cleaners, Car wash brushes for cars and trucks).
- Experience in designing / preparing for the installation of industrial installations such as extractors, industrial vacuum cleaners, brush washers, liquid transfer systems, pressurized water cleaning systems, water installations, pipes, fittings, general constructions.
- Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person
- Basic computer skills, and experience with CRM software and the Microsoft Office Suite, with emphasis on superior Excel skills.
- Strong negotiation skills, with ability follow-through on client contracts
- Proven results of delivering client solutions and meeting sales goals
-

Here is how to get your career off to a fast start: Send your completed documents to our Human Resources department at resurseumane@kaercher.ro