

JOB OFFER

We are one of the leading European leather producers with a recently opened plant in Mexico and locations in Austria (Headquarters), Croatia and China with about 1.200 employees manufacturing high-quality leather for the international automotive, upholstery and aircraft industry.

For our sales business unit in US we are searching for a

KEY ACCOUNT MANAGER AUTOMOTIVE (M/W/D)

Your tasks:

- Direct responsibility for managing the commercial relationship with current and prospective accounts
- Active and optimal support for customers as central contact person in all matters maintaining customer satisfaction while maximizing profitability
- Acquisition of new projects and development of new customers, markets, market segments to grow North American business
- Identification, evaluation, development and implementation of new customer and market requirements with reference to products, processes, standards
- Assistance in development & accomplishment of sales targets

Our requirements:

- College degree or 5 – 10 years professional experience, preferably in automotive industry
- Pronounced customer orientation – excellent communication and negotiation skills
- Located in Michigan – recurrent stays in High Point, NC required for training etc.
- Willingness to learn "leather" and/or develop understanding of the material and its technical background
- Willingness to travel (US and Mexico, training in Europe)
- English is assumed, Spanish would be advantageous, further language skills would be appreciated
- Profound knowledge in MS Office (Outlook, Excel, Word)
- Good handling of pressure and stress, self-motivated, highly organized and independently working personality
- Cultural awareness in cooperation with international colleagues

We are looking forward to your significant application to be sent to the following address (mail preferred):

Wollsdorf Leather Ltd.

4189 Eagle Hill Drive, Suite 101, High Point, N.C. 27265

Contact: Ed Miller – Sales Manager

job.us@wollsdorf.com

