

Key Accounts Manager

Description

WE ARE HIRING:

Key Accounts Manager – Automotive Manufacturing

QUALIFICATIONS AND EXPERIENCE

- Matric (Essential)
- Bachelor's Degree/BTech in Commerce or Cost & Management Accounting (Essential)
- Marketing Qualification (Advantageous)
- 5 Years' experience in Commercial role or similar role (Essential)
- 2 Years manufacturing/automotive industry experience in a similar role (Advantageous)
- Computer Literate (MS Office) (Essential)
- 5 Years Managerial Experience (Essential)
- Advanced Excel (Advantageous)

KEY RESPONSIBILITIES

- Develop and maintain strategic long-term trusting relationships with high volume clients to accomplish organic growth and long-term company objectives
- Responsible for initiating and leading the RFQ process in line with GPMS and IATF 16949
- Gather, report and communicate customers' feedback on service and product delivery
- Responsibility for managing the Pricing to Customers – determine and set pricing based on costs (aligned to Company and Shareholder targets)
- Serve as contact point for key customers and internal teams
- Manage all Customer related requests and queries
- Resolve customers' complaints in an effective and respectful way
- Measure, track and analyse key account metrics
- Create reports for upper management
- To monitor and control cost centre expenditure.

BEHAVIOURAL COMPETENCIES

- Able to work independently and under pressure
- Ability to prioritize and meet critical deadlines
- Analytical minded with attention to detail
- Strong negotiation and leadership skill
- Exceptional customer service skills
- Outstanding communication and interpersonal skills
- Excellent time and project management skills
- Be self-motivated

Hiring organization

MJM Recruitment & Care Givers

Employment Type

Full-time

Beginning of employment

Immediately

Duration of employment

Full Time

Industry

Automotive

Job Location

Durban

Date posted

November 4, 2021

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