



We are a leading developer and manufacturer of mechanical and electronic locking systems as well as car access and authorization systems for the global automotive industry. Founded in 1908 in Velbert, Germany, we are an independent, family-owned company with around 7,300 employees at locations in Europe, America and Asia and achieved sales of more than EUR 1 billion in the financial year 2022.

Key Account Manager VW Group (m/f/d)

ID 1043

Your Role

- ▶ You are part of the Global Customer Account - VW Group in the Europe region and are the first point of contact for the customer for your area of responsibility
- ▶ You will lead acquisition projects with cross-functional and international teams
- ▶ You are responsible for managing the contractual and commercial issues of the area of responsibility
- ▶ You actively contribute to the overall customer strategy including revenue planning
- ▶ You act as the "Voice of the Customer" within Huf
- ▶ You will generate new business and expand existing business
- ▶ You identify customer needs, know the customer processes and bring this knowledge into the business development in a value-adding way
- ▶ You are responsible for RFQs and change management
- ▶ You ensure defined project goals and KPIs throughout the product lifecycle

Your Skills

- ▶ You have successfully completed a degree in business administration or industrial engineering
- ▶ You have already gained three years of professional experience as an account manager

- ▶ You have a strong ability to identify and generate new business
- ▶ You have a good customer network at VW
- ▶ You are business fluent in written and spoken English

What we offer

- ▶ Exciting tasks, scope for creativity and an open management culture.
- ▶ Flexible working hours, working remotely.
- ▶ An attractive salary package with additional benefits.
- ▶ Career development opportunities.

If you are interested, please send your detailed job application stating your desired salary and reference number ID 1043 in the subject line to:

Najat Ouldaly

Human Resources

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