



Ever Researching for a Brighter World

Job Description – KEY ACCOUNT MANAGER (M/F/D)

Your tasks

- Selling Nichia Laser Diode (LD) / UV LED products to major key accounts on international markets, e.g., responding to RFQs, developing, and implementing pricing strategies, negotiating large scale supply contracts, problem solving for and with customers, providing best-in-class service and value
- Strategically identifying and developing new business while maintaining and increasing existing business
- Creating and developing a sustained business relationship with our key customers, based on daily interaction, regular meetings, and visits
- Maintaining and applying in-depth technology, product, and application knowledge
- Developing and delivering presentations and proposals to achieve sales targets
- Conducting market analysis, competition screening and benchmarking
- Supporting sales strategies and business development by sharing customer specific information and market research findings with the team
- Organizing and attending meetings, visits, and workshops with customers
- Attending international trade shows and conferences
- Frequent travelling in Europe, as well as Asia and USA; approx. 30%-40% or more

Your qualifications

- A University degree (Bachelor or Master), preferably in Electrical, Chemical or Business Engineering, acquired at a well-respected institute
- 3-5 years of B2B commercial experience strongly required, preferably in electronic component or similar industry
- You are high-tech minded and keen on discussing with customers about state-of-the-art products as well as cost-conscious solutions to be developed
- Knowledge about practical application of engineering, science or technology is an advantage
- Excellent verbal and written communication skills in German and English
- You're a team player with the ability to establish trustful relationships and collaborate with our international customers and Nichia staff
- You work hands-on, accurately, well-organized and with excellent time management, bullet-proof against stress
- As a highly motivated self-starter with an analytical and solution-oriented way of thinking, you are ready to take responsibility and accountability for your sales targets

We offer

- An international team within a dynamic and ambitious business environment
- Exciting work in new potential industries as a Laser Diode (LD) / UV LED market leader
- Excellent opportunities for personal and professional growth, a wide range of training program
- Opportunity to grow together with a sustainably successful company
- A commensurate salary as well as attractive employee benefits including state-of-the-art working conditions

Contact details

If you are highly motivated and have a distinct ability to work in teams, please send your resume, cover letter and salary indication in English per e-mail to our Human Resources department at

Career-Germany@nichia.com

Please visit our website at www.nichia.com.