



**Ever Researching for a Brighter World**

## **Job Description - KEY ACCOUNT MANAGER (M/F/D)**

**in our General Lighting LED Sales Team.**

### **Your tasks**

- Selling Nichia 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
- Identifying and developing new business under strategic aspects, but also maintaining and expanding our existing business to achieve ambitious sales targets
- Creating and developing a sustained business relationship with our key customers, based on daily interaction, regular meetings, and visits
- Maintaining, applying, and sharing state-of-the-art knowledge about LED technology, products, and their application
- Developing presentations and proposals as well as delivering them to customers
- 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
- Attending international trade shows and conferences
- Frequent travelling in Europe and to Japan, approx. 30%-40% or more

### **Your qualifications**

- A University degree (Bachelor or Master), preferably in Electrical, Mechanical, Chemical or Business Engineering, acquired at a well-respected institute
- A minimum of 3 years of commercial experience strongly required, preferably in the LED 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 and technology
- Excellent verbal and written communication skills in English
- Proficiency in another language, especially German, Italian and Spanish is a real asset
- 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
- Excellent opportunities for personal and professional growth, a wide range of training program
- Exciting work in the Lighting industry with market leaders and innovation drivers
- 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](mailto:Career-Germany@nichia.com)

Please visit our website at [www.nichia.com](http://www.nichia.com).