



Key Account Manager (inbound) * (Kassel Hybrid, DE)

Referenznummer 863865701

Stand: 22.03.2023

Ausschreibendes Unternehmen:

SMA Solar Technology AG

#bethechange


Standort:

SMA Solar Technology AG

Sonnenallee 1

Key Account Manager (inbound) * (Kassel Hybrid, DE)

Art der Stelle:

1 Stellenangebot 

Beschäftigungsbeginn:

ab sofort

Anstellung:

Vollzeit

Berufsfeld:

Sonstige Berufe

Ansprechpartner:

Herr Sascha

Biedermann

HR Business Partner

We
are

shaping the energy revolution! In the Home Solutions Business Segment, we develop integrated energy solutions for homes. With our SMA Energy System, our customers can not

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only generate solar energy - we also provide solutions for optimally using the generated solar power in the entire house. Supplying household appliances with solar power, charging electric vehicles in a climate-neutral manner and controlling heating in a cost-optimized way - with the SMA Energy System Home, this can be done fully automatically with 100% green power from the roof, if desired.

Your contribution to the "big picture"

- As inbound Key Account Manager, you are responsible for the sustainable and holistic management of the Business Segment's (globally operating) inbound partnerships, including financial planning
- You are responsible for managing all aspects of the inbound partnership of key suppliers in the solution portfolio of the Business Segment, including steering and managing key partners in all business aspects
- You conduct framework and contract negotiations independently and closely watch contractual agreements and accomplish those in the Business Segment's interest
- Furthermore, you ensure inbound partnership satisfaction and create inbound partnership loyalty
- You identify new business opportunities and align them with Business Development
- You implement strategic partnership decisions (inbound) considering the P&L responsibility of the Business Segment

Your skills are needed

- You have a completed university degree in a technical field (e.g., Industrial Engineering) / alternative comparable qualification in technical and commercial environment
- You have a minimum 5 years, preferably 10 years of experience in a similar position, preferably in B2B high-tech
- Your methodological competencies include in particular: ability to prove from experience your methodical and consistent approach to business matters
- Your functional competencies include in particular: demonstrated ability to negotiate in international context as well as experience in managing large key accounts on the supplier's side. You have expertise in the global PV Home key markets (EU, USA, Australia) as well as broad experience in components (e.g., inverter) and system environment (e.g., energy management solutions and batteries)

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- Your personal competencies include in particular: strong communication and collaboration skills, decision-making, strategic, creative, and independent thinker
- You are fluent in English, German language skills are advantageous

#bethechange We look forward to receiving your application.

Your contact is Alisa Spiteri | HR Business Partner | Telephone: +49 561 9522-0* SMA is committed to diversity and equal opportunity - unattached of gender, age, origin, religion, disability or sexual orientation.

Bitte im Betreff der Bewerbung folgende Referenznummer angeben: **863865701**

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