

EMEA Distribution Key Account Manager – Industrial EMEA

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Company: Sensata Technologies

Location: United Kingdom

Category: other-general

Are you eager to take-up a leading role within the commercial organization of one of the world's leading sensor and safety supplier? Then Sensata Technologies is looking for you. We are looking for a colleague who can combine their commercial experience with technical knowledge to strengthen and expand Sensata's position in the EMEA Industrial market.

We support Sensata's Industrial distributors to ensure our industrial products are available to all EMEA markets and customers. Your role is to develop the business with strategic new and existing regional distributors and their offices and subsidiaries across EMEA.

Position responsibilities

You will be part of the EMEA Industrial commercial organization and report to the Distribution Sales Manager. In this key role within the EMEA Commercial team, you will be responsible for the overall business relationship with select regional Sensata Industrial distributors, to drive new business development and achieve growth, profitability, and market share objectives. You will be working from a home office in Germany or the UK.

Responsibilities

Establish long-term relationships with select distributors, manage contracts, develop business plans, and follow up distribution budgets and targets.

Monitor key metrics (Sell-in, sell-out, inventory) and perform analysis to measure and develop distributor action plans and provide regular forecasting.

Manage, promote and train distributors across EMEA to grow our revenues and share.

Manage New Product Introductions (NPI) and the total product launch process.

Provide field training, joint customer visits, local exhibition support to generate new business.

Collaborate with product marketing, technical support and with customer service teams to coordinate the total supply chain of the Distributors.

Collect- and share insights on market requirements & competitor activities.

Position requirements

A bachelor's in engineering (preferably mechanical/electrical or electronic), or a business degree with significant experience in a technical environment.

Extensive sales experience, preferably in Business-to-Business key account management in an industrial environment. Distribution Sales experience will be a strong plus.

Experience of working with sensors and industrial automation products is preferable.

Exceptional commercial acumen paired with solid operational and technical backgrounds.

Ability to convert customer needs into compelling offerings.

Holds self and others accountable to achieving goals and standards.

Excellent communication (oral, written and presentation), analytical and negotiation skills.

Organization, planning and time management skills to achieve results.

Strong personal and professional ethical values and integrity.

Fluency in English and German languages are essential, French language will be a plus.

Willing to travel extensively, up to 50% of time, within Europe.

Smarter Together

Collaborating at Sensata means working with some of the world's most talented people in an **enriching environment** that is constantly pushing towards the next best thing

Employees work across functions, countries and cultures gaining **new perspectives** through

mutual respect and open communication

As OneSensata, we are working together to make things work together

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