

United Kingdom Jobs Expertini®

European Key Accounts Manager

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Company: inMusic

Location: United Kingdom

Category: other-general

About Us:

inMusic is a family of leading music technology and consumer electronic brands. We live and breathe music. We incorporate and build upon the latest engineering, design, and technology in the DJ, Music Production, Pro Audio, Musical Instrument, and Consumer Electronics industries. Some of our leading brands are: Akai Professional, Alesis, Alto Professional, Denon DJ, Denon Professional, ION Audio, Marantz Professional, M-Audio, MixMeister, Moog, Rane, Numark and Sonivox.

About The Role:

Are you an outstanding sales professional with a passion for innovation and growth? We welcome you to join inMusic, a cutting-edge music technology company, as our European Key Accounts Manager. This exciting opportunity empowers you to build strong and valuable relationships with each of our European Key Accounts. Collaborating closely with each Key Account, you will develop and execute growth and development strategies in alignment with our internal strategies for each inMusic brand. If you are ready to implement groundbreaking strategies and create significant impact, bring your expertise to inMusic, where your skills will shape the future of a dynamic and forward-thinking organization.

What You'll do:

- Take charge of building and nurturing relationships with our valued European Key Accounts.

- Organize regular face-to-face meetings with Key Accounts to ensure a strong connection.

Coordinate with internal teams to provide comprehensive support to our Key Accounts when needed.

Develop and implement growth strategies in collaboration with each Key Account, aligning them with our internal strategies for each inMusic brand.

Establish and monitor both internal and external KPIs to track performance regularly.

Drive consistent sales growth that meets or exceeds our internal sales budgets and forecasts.

Analyze and act on business intelligence data related to each Key Account.

Prepare accurate and timely sales forecasts at the sku level.

Stay up-to-date with market trends and dynamics to ensure a competitive edge.

Fulfill any other assigned responsibilities with enthusiasm and dedication.

Requirements

Skills Required:

Extensive track record dealing with European key accounts in the MI and/or DJ industry.

Proven expertise in implementing effective strategies and leading organizational change.

In-depth knowledge of inMusic's product portfolio.

Knowledge of Microsoft Office applications and BI systems.

Strong interpersonal skills, with a particular emphasis on delivering powerful presentations.

Self-driven and able to take initiative in a dynamic work environment.

Exceptional organizational abilities.

Please note this position requires this employee to be located within the European region.

Benefits

Why Join Us:

Innovative Environment Be part of a forward-thinking company that values creativity and innovative solutions.

Collaborative Culture: Join a team of passionate professionals, working together to achieve remarkable goals.

Total Rewards We offer an excellent Total Rewards package that includes generous time off, employee support programmes, and employee discounts on inMusic products.

inMusic celebrates diversity. We are an equal opportunity employer, recognizing that future success in a highly competitive marketplace depends on our employees and their development.

All applicants will receive equal consideration for employment at inMusic and we encourage everyone to apply – regardless of color, race, nationality, ethnic or national origin, gender identity, sexual orientation, age, marital status, religion or belief or disability, or any other characteristic protected by law.

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