

Maritime - Key Account Manager

Do you want to be part of a global company, that develops and delivers sustainable technologies that contribute to the green transition in the maritime sector?

If so, this is an excellent opportunity to become a part of a fast-growing international company, and to take your career to the next level as our new Maritime - Key Account Manager.

The position

We are looking for a commercial experienced Key Account Manager with experience in technical sales preferably from the maritime industry. You are going to represent Eltronic FuelTech, build up and maintain your customer portfolio within Shipyards, Agents, EPC's and Ship designers. You will be the customers sparring partner and assist them to clarify and present Eltronic Fueltech's products and services. You will coordinate with HQ regarding quotations and assistance with the technical clarifications and be their problem-solver.

Main Responsibilities

- Be commercially responsible for your customers.
- Ensure high level of customer satisfaction.
- Ensure high level of commercial handling of the customers.
- Be part of building up and maintaining the CRM systems.
- Have high integrity toward your customers and the market.
- Clarify the customers technical and commercial inquiries, needs and demands.
- Building up and segmentation of a customer portfolio.
- Maintain your customer portfolio.
- Negotiate contracts with your customers.
- Be the customers problem-solver.
- Follow the development/trends in the maritime market worldwide.
- Ensure Eltronic Fueltechs Quality Management System is followed.
- Travel activity will be worldwide, but primarily in APAC and around 60-70 days a year.

Main Tasks

- Building up a customer portfolio within Shipyards/EPC's, Agents
- Segmentation of the customers.
- Maintain existing customers.
- Present quotations and concepts to the customers.
- Technical and commercial clarification with customers.
- Be your customers representative internally.
- Plan and participate in customer meetings.
- Handle your customers with a strategic approach with a good overview and insight of the different causes and effects of your handlings.
- Handle your customers with due diligence and have clear and precise communication, so misunderstanding is mitigated up front.
- Building up a close business relationship with your customers.
- Contract negotiation.
- Problem solving for the customers.
- Participate in fairs and conferences.
- Participate in weekly and/or monthly status -and sales meetings
- Periodically reporting on activities to the Sales Director, FCR Follow-up on weekly and monthly progress Suggest weekly, next week activities and how you will handle these. Suggest next month's activities and your approach. With input from the Sales Director, FCR, plan the next activities.
- Get market intelligence and report to the Sales Director, FCR

The position is based at the HQ in Hedensted. You will report to the Sales Director, Fleet Client Relations of Eltronic FuelTech, and you will coordinate and work closely together with both the

sales and the tender team regarding quotations and assistance with the technical clarification.

Professional qualifications

We are looking for a candidate with commercial education, with flair for technical products or a technical background with a commercial mindset.

We expect 5+ years commercial experience with big customers, flair within technical products, and ideally you possess knowledge of the maritime market. We will make sure, that you will have a solid knowledge of our products by conducting internal training.

It is important that you have skills in Microsoft Outlook programs and are fluent in English, can interact and communicate with people at all levels, and that you are motivated by building up business-relationships.

Personal qualifications

On a more personal level, you thrive with responsibility, and you possess a can-do attitude. You take on all types of challenges, and you get things done. You are an ambitious and hard-working person with high integrity. You know the importance of quality and safety, and you are as good as your words.

You must be flexible, goal-oriented, and a self-starter, be able to investigate and analyse and solve problems in a timely fashion.

Remuneration package

You will be offered continuous professional and personal development combined with a great deal of responsibility as well as an attractive remuneration package matching your qualifications and experience.

Become part of a global company

[Eltronic FuelTech](#) is a part of [Eltronic Group](#), who develops innovative solutions for the maritime industry that enable ships to sail on alternative fuels such as LNG, LPG, ethane, methanol, and ammonia.

You will be part of a team of committed and competent engineers, technicians and other technically interested colleagues, where you will help to develop sustainable solutions for our customers. We value an informal work environment with room for both humour and seriousness.

If you have any questions or would like more information, you are welcome to contact Sales Director, FCR Kenneth Thorup on +45 30 65 47 93.

Please send us your application and CV and soon as possible. We will assess the applications as we receive them.