



recruitment

Akiem is a major player in locomotive leasing and related services in Europe. As the owner of a 440-strong locomotive fleet, both diesel and electric, Akiem offers traction solutions from financing vehicles to maintenance. Akiem operates in several European countries with teams based in France, Germany and Poland. A member of Akiem group, the company benefits from the maintenance network of mgw Service, the group Business Unit which specialises in rail equipment maintenance.

OFFER

- Warsaw, Poland
- Permanent contract
- Multilingual team
- Prospect of a highly motivating career path in a company undergoing expansion

KEY ACCOUNT MANAGER CENTRAL EUROPE F/M

MISSIONS

The Key Account Manager Central Europe reports to the Regional Head of Sales Central Europe, together with the Europe's Sales Director.

Working in close cooperation with Akiem Leasing Technical Director & his team he/she will be in charge of :

- Developing Leasing & Services activities and managing the relationship with new & existing customers in Central Europe.
- Managing Leasing operations under Akiem standards of service.
- Actively developing the customer portfolio in the region, increasing the number of operated locomotives and securing business profitability.
- Designing marketing and business strategies,
- Establishing sales forecasts and the business plan,
- Setting up sales activities plans and driving performance through assessment & reporting.

PROFIL & EXPERIENCE

- Experience of international industrial B2B business.
- Rail / automotive / aeronautics / energy background will be appreciated.
- Fluency in Polish and professional English. Knowledge of the Czech language would also be a key advantage. Other languages like French, German or Romanian are a plus.
- Readiness for regular business trips.
- A taste for challenge.
- B2B negotiation skills.
- Interest in industrial equipment, technology and railway rolling stock.

Want to apply? Send your application at talent@akiem.com

