

**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 services. **Akiem** operates in several European countries with teams based in France & Germany and benefits from the maintenance network of **mgw Service**, the group's Business Unit which specializes in the maintenance of railway equipment.

**Akiem** intends to accelerate its growth in Europe. A regional organization is set up from beginning 2019. With the opening of offices in **Warsaw** to cover Central Europe, **Akiem** recruits a **Sales Key Account Manager**.

## OFFER

- Warsaw
- Permanent contract
- Multilingual team
- Dynamic environment
- Prospect of an international career in a fast-developing company

## SALES KEY ACCOUNT MANAGER CENTRAL EUROPE F/M

### RESPONSIBILITIES

As Key Account Manager, your missions will consist in:

#### SALES

- Identifying new customers and their needs, commercial and industrial partners.
- Developing leasing of locomotives & services activities and managing customer relation with new & existing regional customers.
- Customers' meeting organisation and preparation (pp support etc.)
- Preparing and following up customers offers
- Preparing offers and documents for tenders with private and state-owned companies in the region - mainly Poland, the Czech Republic and Slovakia - in cooperation with Akiem HQ divisions in Paris
- Ensuring negotiations in Polish/English with customers, drafting contracts in collaboration with Akiem's legal department, implementing contracts
- Assuming the role of internal project manager /coordinator during the implementation phase to ensure a continuous technical-economic communication

#### MARKET INTELLIGENCE

- Delivering commercial intelligence on the Central Europe market, evaluating trends and anticipating future needs
- Managing regional benchmarking reporting

#### CASH MANAGEMENT

- Ensuring economic follow-up of customers, anticipating / managing disputes
- Relaunching clients for prompt payment of bills

#### BUSINESS DEVELOPMENT

- Setting up and implementing innovative service offers in liaison with the technical services.
- Designing the marketing and business strategy
- Participating in Railway Fairs/Forums/Events in the Region
- Managing information through CRM tools



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#### MAIN REQUIREMENTS

- Experience in international industrial B2B business and a proven track record in selling technical equipment
- Experience of Rail / automotive / aeronautics / energy background
- Polish – Mother tongue and professional English is required.
- Knowledge of the Czech language would be a key advantage. Other languages are a plus (French, German, Romanian...)
- Readiness for regular business travel: up to 40% vs 60% office
- Taste for Challenge
- B2B negotiation skills, customer orientation
- Interest for industrial equipment, technology and Railway Rolling Stocks

**Want to apply?** Send your application to [talent@akiem.com](mailto:talent@akiem.com)