

## Key Account Manager Italy for Trento/Emilia Romagna/Lombardia

2024-05-02 - Sales & Brand Operations

AQIPA is a leading, internationally operating company specializing in the distribution and marketing of high-quality and innovative technology products. Headquartered in Austria with branches across various parts of the world, AQIPA takes pride in offering original solutions in the fields of consumer electronics, lifestyle, and accessories. With our slogan "We Grow Brands," we underscore our commitment to promoting and evolving brands by introducing innovative products to the market and supporting them with top-notch services. AQIPA sees itself as a growth driver for brands in the consumer electronics sector.

We are looking for a

### **Key Account Manager Italy (gn\*) for Trento/Emilia Romagna/Lombardia**

in WFH Model in Italy

#### **YOUR MISSION WITH US:**

- Manage and develop key accounts in the consumer electronic products sector with focus on Audio and Video and small domestic appliances as well as Gaming
- Build and maintain long-term business relationships with key customers
- Identify sales opportunities and develop strategies to increase revenue
- Negotiate contracts and terms with customers
- Monitor the market and analyze competitors
- Collaborate closely with internal departments such as sales, marketing and product management to understand and fulfill customer requirements
- Provide regular reports on sales performance and customer satisfaction to the management team

#### **WITH THE RIGHT BACKGROUND YOU MAKE THE TEAM COMPLETE:**

- Bachelor's degree or equivalent in Business Administration, Marketing or related fields is desirable but not mandatory
- Minimum 5 years of experience in sales of consumer electronic products and you can draw on an existing network of contacts
- Proven track record in building and maintaining key accounts
- Excellent negotiation and communication skills
- Strong analytical abilities for market monitoring and revenue forecasting

- Results-oriented mindset with the ability to achieve goals
- Team-oriented work approach and ability to collaborate with various departments
- Of course you are fluent in Italian and English

#### WHAT YOU CAN EXPECT WITH US:

- **Emotions:** We have been an owner-managed company for 30 years and look after brands that move millions of people emotionally every day and improve their lifestyle.
- **In the midst, not just an observer:** A modern work environment in an open, international atmosphere characterized by a positive spirit.
- **Shape the Future:** Much here is still not set in stone. Everything you do for and with us will significantly influence the story of our company. That's why you should be part of it and let your knowledge contribute.
- **Here to Stay:** You are part of the team from the beginning. Your colleagues warmly welcome you and are ready to help.
- **Reliability and continuity:** Value-based corporate management and a future-proof job with long-term prospects and a lot of fun at work.

#### SMALL PRINT ON A GRAND SCALE: WE OFFER OTHER ADVANTAGES THAT MAKE WORKING MORE PLEASANT, BUT SHOULD NOT BE THE MAIN REASON FOR YOUR DECISION:

- A thorough induction that lays the foundation for your long-term and successful sales career
- Modern technology like mobile phones and IT equipment, trust-based working hours and mobile working (WFH-model) give you individual freedom
- A company car that can also be used for private purposes
- The salary package consists of a fixed and variable component (=dependent on the achievement of objectives) as well as fringe benefits such as a travel allowance etc. The concrete financial offer depends on education, qualification and professional experience and is agreed in a personal interview.

We are looking forward to receiving your application documents, including a letter of motivation, via our [Application Form](#) and will be happy to provide you with further details in a personal interview.

\* The sign "gn" stands for gender-neutral. We are open to all people and address all genders equally.