

"Through my work, I contribute to **saving environmental resources** and at the same time improving company processes."

MAKE IT WORK



Global Account Manager

These are your tasks:

Your mission As Global Account Manager, you will be responsible for the global coordination of all stakeholders worldwide, for a key account customer, an expert in the water business. You are responsible for the satisfaction, development and alignment of the company's strategy for this customer. Your main responsibilities will be to:

- Lead and coordinate Key Account sales at the global level.
- Prepare various vertical market strategies to enhance growth.
- Develop strong professional relationships with all Key Account stakeholders worldwide.
- Manage the implementation of the Key Account's product portfolio, including co-creation and co-development.
- Ensure transparent communication, drive, motivate and collaborate with sales regions and also with the rest of the organization.
- Define associated objectives, resource allocation and execution of action plans.
- Ensure consistency of contracts, prices and practices between countries.
- Maintain a strong presence in the customer's purchasing and project departments, identifying unmet needs and passing them on to the organization. Position yourself in a strong advisory and influencing role.

Who we are looking for:

- Higher education in engineering or equivalent, ideally complemented by a Master's degree in business engineering.
- At least 3 years' experience in key account management, both internationally and in industry.
- Excellent command of written and spoken English.
- Methodological skills in strategic market analysis and project management.
- You enjoy identifying growth opportunities and are comfortable managing cross-functional teams within a matrix organization.
- Strong agility, decision-making skills and a sense of teamwork that will foster collective success.
- International travels are required

Work location: Saint Louis

Job Level: Management

Working mode: Hybrid working

Working time: Full time

Employment contract: permanent

Division: Diehl Metering

Start: 01/06/2025

Achieve what matters, with Diehl.



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