

## KEY ACCOUNT MANAGER (m/f/x) WIND POWER INDUSTRY



### Who is FG Industrial?

The Filtration Group Industrial, headquartered in Öhringen, Baden-Württemberg, is part of the Filtration Group, a subsidiary of the US-based corporation Madison Industries. In addition to its German locations in Öhringen and Hamburg, Filtration Group Industrial operates manufacturing facilities in Romania and China and employs more than 700 people worldwide. The company has established itself on the global market with an extensive range of high-performance and innovative products for liquid filtration, automatic and process filtration, air purification, and separation.

### Job description

- Develop and execute strategic account plans
- Identify, prioritize, and engage with key accounts
- Collaborate closely with internal teams
- Conduct regular meetings, presentations, and product demonstrations
- Act as trusted advisor to clients
- Monitor market trends, competitor activities, and regulatory developments affecting the wind power industry
- Negotiate contracts, pricing agreements, and service level agreements with clients
- Maintain accurate records of sales activities, customer interactions, and project pipelines using CRM software or other relevant tools
- Participate in industry conferences, trade shows, and networking events

### Desired requirements

- Bachelor's degree in Mechanical Engineering, Business Administration, or related field; advanced degree or relevant certifications preferred
- Proven track record of at least 5 years in key account management, sales, or business development, with a focus on hydraulic systems, filtration products, or related technologies
- Solid understanding of hydraulic filtration principles, components, and applications, particularly in the context of wind turbine systems
- Excellent communication, negotiation, and presentation skills
- Strong analytical skills and business acumen
- Self-motivated, results-oriented, adaptable to change priorities and environments
- Willing to travel domestically and internationally

### Interested?

We look forward to receiving your application, including your salary expectations and notice period