




ArcelorMittal

Czech Republic

Account Manager CZ/AJ

 ArcelorMittal Europe CZ s.r.o.

 Sokolovská 100/94, Praha – Karlín

 Do 2 týdnů dostanete odpověď

[Odpovědět](#)

ArcelorMittal is the world's leading steel and mining company.

Guided by a philosophy to produce safe, sustainable steel, it is the leading supplier of quality steel products in all major markets including automotive, construction, household appliances and packaging.

ArcelorMittal is present in 60 countries and has an industrial footprint in 18 countries.

I. JOB DESCRIPTION

A) GENERAL

Job Title/ Function: Key Account Manager (KAM)

Scope: ArcelorMittal Europe Flat Products

B) MAIN RESPONSIBILITIES/TASKS

List the main responsibilities/tasks: for each of the following domains.

Strategy and Marketing

Review and optimize the order book according to strategic requirements of the business

Product policy and new development

Participate to the definition and promotion of new products and technologies for the customer

Services Policy and offer development

Orientate and validate tailor made service offer and challenge local Customer Services

Operational activities

Coordinate price/volume offering according to the pricing policy in order to achieve the ArcelorMittal Europe Flat Products objectives

Treat client inquiries and prepare – together with Client Technical Support, the technical specifications

Customer Steering

Monitor Key Account satisfaction follow-up. Share and analyze results and take the required action plans into the customer team.

Information Sharing (Governance Model)

Dispatch all necessary information about the customer and the market at the pertinent level in the ArcelorMittal Europe Flat Products organization

Performance Management

Take the responsibility to Follow-up client financial account and credit limits

Manage and monitor working capital (stocks and overdues)

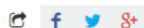
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Pošleme Vám obdobné nabídky


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Za účelem zaslání pracovních nabídek bude provozovatel portálu Jobs.cz, společnost LMC s.r.o., jakožto správce uchovávat Vámi zadaný e-mail. [Zobrazit více](#) | [Podmínky Jobs.cz](#)



 Vytisknout

 Přidat do Oblíbených

II. REQUIREMENTS

A) EDUCATION & JOB PROFILE

Min. level of education and/or experience Economics, Marketing, Technical engineer or equivalent University Degree.

The English language fluently by wording & writing (FCE Cambridge certificate - the advantage)

SAP, MS Outlook and other SWs

Driving license B

Time availability for frequent business trips

The KAM should have commercial attitude, be an effective communicator, an experienced and diplomatic person, analytical and challenging the status quo, with undoubted organizational skills and a team player with the personal conviction to set the tone and lead from the front.

B) EXPERIENCE

What is the minimum job-related experience required for someone to enter this job?

Minimum 5 years