



CLOSING DATE

31 January 2020

KEY ACCOUNT MANAGER – AUTOMOTIVE

SUMMARY

We are currently seeking to recruit a **Key Account Manager** serving the Automotive industry, based in the United States, preferably in the southeastern Michigan area.

JOB ROLE

The Key Account Manager – USA will be responsible for managing and penetrating automotive OEMs, some Tiers and their strategic processors, as well as executing on revenue growth programs, cultivating existing and building new relationships, executing the strategy, identifying and winning relevant powertrain & brakes applications while effectively communicating and delivering the value of the Victrex solution. Also driving business development activities for gear-drives and electrical powertrain.

The successful candidate will have the ability to develop and grow relationships with the buying center within a defined account structure; pursue and identify close-by opportunities in focus segments and be responsible for executing strategies via application development for Mobility Solutions.

REQUIREMENTS

An advanced degree in an Engineering or Sales discipline, or an MBA, and be fluent in English. A proficiency in Microsoft Office is requested and Microsoft Dynamics CRM would be an advantage, along with a proven track record in Sales and Marketing / Business Development / Technical Sales or role, in specialty chemicals/ high performance polymers or sales of injection molded components and ideally linked to the Automotive industry.

▶ TO APPLY

In addition to a competitive salary we also provide a range of attractive benefits, including 401k with match and healthcare plans. If you believe you have the drive and potential required to join our team, please email your CV to:

HR@victrex.com. (No Agencies)

ABOUT VICTREX

Victrex is an innovative world leader in high-performance polymer solutions, focused on the strategic markets of automotive, aerospace, energy (including manufacturing & engineering), electronics and medical. Every day, millions of people use products and applications, which contain our materials – from smartphones, aeroplanes and cars to oil and gas operations and medical devices. With over 40 years' experience, we develop world leading solutions in PEEK- and PAEK-based polymers and selected semi-finished and finished parts which shape future performance for our customers and our markets, and drive value for our shareholders.

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