

Job advertisement

BIZERBA

Key Account Manager - Industrial Division

**The Open World of
Finest Weighing Solutions.
Since 1866.**



Although Bizerba has not invented the weight, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 3.900 employees.

Country

India

Location

India

Business division

Industrial

Availability

2 month

Our contact

prerana.chaudhari@bizerba.com

we are looking for

Key Account Manager - Industrial

Your tasks

- Preparing a Market Survey Report to estimate market growth potential.
- Identification of New key accounts in the Industrial sector.
- Horizontal and vertical presentation in Key Account. Produce outline designs
- Build-up of a database of min 5-7 key contacts in each Key account.
- Develop excellent relationship with each contact in every Key account
- Segmentation for the products including identification of key accounts in this segment.
- Generating a Business Plan for each product.
- Building up of the database and relationship building.
- Customer feedback system on sales, products and service

Your profile

- BE Mechanical / Production with 2-5 year relevant experience
- Relevant experience with selling solutions and application orientation, man management, Key Account development and Institutional Selling at a high level
- Product Range - Industrial weighing scales, Platform scales, Lab balances, Drum filling systems, Tank weighing systems, Checkweighers, Labeling machines, Food and meat processing machines, Packaging machines in the Industrial segment.

Your application

We are looking forward to receiving your convincing application - specifying the earliest possible date of joining and desired salary.

Bizerba India Pvt. Ltd.

Contact person - Prerana Chaudhari
Postal Code - 400 701 City - Navi Mumbai
Country - India

prerana.chaudhari@bizerba.com

www.bizerba.com

Reference code

BPIL-INDL

Our offer

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.