

## 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**

Immediately

**Our contact**

Prerana Chaudhari

For our location, in India we are looking for

## Key Account Manager - Industrial South Region (m)

**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

**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.

**Your profile**

- BE Mechanical / Production with 1-5 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.
- Should have above mentioned product knowledge

**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  
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[www.bizerba.com](http://www.bizerba.com)