

JOB DESCRIPTION

Key Account Manager B2B (H/F)

Garmin France – Nanterre (92)

Purpose of job :

It all started more than 30 years ago and since Garmin has become the world leader in GPS technology for automotive, aviation, marine, fitness and outdoor activities.

From design to distribution, through the manufacture of our products in our own factories, we control all of our activities internally. In this way, we offer innovative, high-quality products to all our customers to improve their daily lives and support them in their sports activities.

At Garmin, we are driven by passion. If you're like us, then join us.

Based in Nanterre (near Paris), this is an attractive position for a motivated and dynamic candidate wishing to join a Sales team in France.

Key duties and Responsibilities :

Reporting to the Sales Director, the B2B Key Account Manager works closely with the sales and marketing teams to :

- Ensure the daily management of an assigned client portfolio;
- Develop the turnover and to ensure the taking of customer orders ;
- Apply the company's commercial strategy and negotiate commercial agreements;
- Collaborate with the marketing department for actions related to the brands for which you are responsible;

Education and Experience

With a commercial background (Bachelor's Degree +4 or 5), Business School or University type, you have significant experience (minimum 4 years) in a similar position.

Skills

- Positive attitude
- Team player and used to working in a dynamic and fast growing environment
- Autonomy and flexibility
- Good organization skills
- Rigorous, tenacious and good negotiator
- Ability to work in a team
- Curious and dynamic
- Mastery of Word, Excel and Power Point software
- Very good interpersonal and writing skills (excellent command of the French language both written and spoken)
- Very good level of English essential
- Excellent time management and presentation skills

Contact :

If you are interested in this position, please send your CV in French and English with a cover letter to:
recrutement.france@garmin.com.

Please mention in the subject line of your email "Key Account Manager B2B" followed by your first and last name.