

## JOB DESCRIPTION

Segment: Thermal Management  
Date : 13 July 2010  
Title: Key account Manager/Account Manager India

### Assignment

- Strive to meet or exceed the sales budget for given customers
- Develop current customer accounts as well as find new customers in India

### Responsibility

- Along with Sales Director Asia establish targets for volumes, profitability and operations within identified Thermal Management customers in India (focus on Telecom, Engineering, LED).
- Develop budget for Thermal Management customers, strive to meet or exceed sales targets, manage and develop existing customers and engage with new prospects and competitors within his or her field of responsibility.
- Actively penetrate the market in his/hers region through customer visits, presentations, exhibitions etc
- Report sales results analysis, day to day activities
- Co-operate and negotiate with all operating companies with relation to his/hers business.
- Manage Confidentiality agreement and Purchase Agreement in accordance to Sapa's legal policy
- Follow through customers payments
- Ownership and responsibility to manage customer portals.
- Coordination with other Sales team and Engineers in Asia, Europe and US.
- Participate local sales review, report and administration activities.
- Participate in education programs and sales conferences

### Authority

- Manage price estimate, offers, agreements to customers in accordance to Sapa's policy
- Participate in customer meetings/presentations/technical seminars etc.

#### Competence qualification

- Bachelors degree (required), masters ( preferred) in Business Administration with some 3-5 years of sales experience
- Experience in relevant industry : sales of industrial products, aluminium profiles, die cast products, thermal products
- Proven sales record
- International sales experience
- Some knowledge within mechanical engineering is a merit
- English – good ability to express oneself verbally and in writing.
- Good ability with PC and mobile office tools

#### Personality

- Business driven and goal oriented
- Open with a positive attitude
- Dynamic
- Team person
- Ready to travel (domestic as well as international)
- Probably around 30-35 years old – male or female
- Prepared to work “outside” normal office hours!

#### Reporting

- Sales Director Thermal Management Asia

Starting date : as soon as possible

Position to be placed in Bangalore

Please send a current CV to [Thermal.Management@sapagroup.com](mailto:Thermal.Management@sapagroup.com)