

KEY ACCOUNT MANAGER - ATHLON GROW OUR BUSINESS IN STOCKHOLM

Athlon Sweden, the fastest growing Lease Company in Sweden is looking for the best Key Account Manager in the Stockholm area.

We want to grow 100% next year - are you the one to make that happen?

About the position

We are recruiting a Key Account Manager to our Fleet Management department. It's a full-time position, and you will be part of a strong team aiming to grow 100% per year in the coming decade.

You will work with colleagues from our Sales, Operations and Marketing departments in Stockholm on a daily basis, but also with colleagues in Malmö and Gothenburg. Occasional travel to the other destinations is foreseen.

Your main responsibilities will be to:

- Identify new customer opportunities in the Stockholm area
- Plan & reach your budget
- Always follow and develop the company's commercial strategy
- Structure the entire sales process from prospecting to closure
- Build, maintain and keep your portfolio
- Understand the customer's demands and plan how to meet these demands
- Create long term relationships
- Be the interface between Customer Service and Sales Support
- Develop and maintain procedures and processes
- Reach your budget

You will work in a challenging local as well as international commercial environment, and report to our Sales Manager.

About you and your profile

- We believe that you have thorough direct sales experience
- It's preferable if you have relevant experience in Fleet Management or equal business areas
- You are very result focused and perseverant
- Ability to be creative and think in new directions
- A sound understanding of business in general
- Experience with complex commercial contracts
- Understand financial complexity
- You have excellent business English and you are fluent in Swedish - written and verbal in both languages is a necessity
- Valid driver's license

You should enjoy working in a dynamic and fast-changing environment, in which you are able to create structure and order. You should be comfortable in delivering output independently and on short deadlines. You are willing to assume responsibility and able to coordinate multiple activities simultaneously since you are well organized and good at prioritizing your work. You have a result-oriented approach, and the ability to balance strategic, result focused and relationship interests.

You have a dynamic and proactive personality with excellent analytical and communication skills both externally and internally. On top of this you have high integrity and a good judgment.

As a positive relationship-building person you easily create contact internally and externally. You have experience in working in teams from different disciplines and thrive in an environment where you have to work with a diverse group of people. You communicate effortlessly at all levels.

To succeed in this role, it's necessary that you have a very strong personal drive and a positive appearance.

About us

We are a company of people! Our vision is a state of market where Athlon is the natural choice for mobility solutions. Why? We want to improve the world for all our relations.

Athlon was founded in 1916. Athlon is an international provider of operational vehicle leasing and mobility solutions. We are active in 23 countries with a portfolio of 400.000 vehicles.

Athlon has developed innovative, sustainable and cost-efficient mobility solutions for many years. Our mission is to supply the very best vehicle leasing and mobility solutions to meet our customers' continuously changing needs. Our headquarters is situated in the Netherlands. In Sweden we have 2 offices, in Malmö and in Stockholm. Athlon is owned by Daimler.

As Account Manager at Athlon we give you the opportunity to work in a strong large international company, within a growing and popular industry. An exciting time to join our journey and you will definitely get some really engaged, committed and professional colleagues that also enjoy having fun together at work.

Application

The application process will be handled by our recruiting partner for this matter – AutoSearch.

You apply for the position with personal letter and your CV send by mail to LN@autosearch.dk

We appreciate your application and CV as soon as possible and will be interviewing continuously and closing the application process as soon as the right candidates are present.

If you have any questions regarding the position, please contact partner Lars Nikolajsen at AutoSearch: LN@autosearch.dk, +45 5151 0467.