



Founded in 1969 as SEG in Krefeld, Germany - grown under Woodward for more than 10 years - ConverterTec is a global specialist in electric power conversion. Since 1995, first variable-speed Concycle® generators and power conversion technology is being used in marine applications, Uninterruptible Power Supply as well as in upcoming wind and solar/PV applications.

As of today, we are looking to a legacy of more than 24,500 converter systems in on- and offshore applications, shipped to 47 different countries worldwide, representing more than 45GW of installed power.

With our branches in Kempen, Krakow and Sofia as well as other global service hubs, we support our customers worldwide.

In Brzegi we are looking for a **Customer Account Manager**

Your Tasks:

- Identify, develop and maintain strategic customer relationships in the field of electrical energy generation (renewable energies) and other low-voltage industrial control and distribution switch gear segments
- Ideally you already have industry knowledge and good established business contacts, and you will proactively and independently acquire new customer relationships in new business fields (e.g., energy storage systems, hydrogen generation)
- You will be using advanced acquisition methods via social networks and traditional campaigns to identify and qualify leads and generate new sales opportunities
- Contact person and interface to the customer when solving technical, commercial and logistical problems
- Identify and develop new strategic business opportunities to achieve growth goals
- Responsible person for achieving margin and growth targets
- As the interface between the customer, marketing and development, you coordinate the implementation of new product requirements
- Report regularly to the sales management
- Develop pricing strategies and implement them in their markets
- Responsible for negotiating and executing framework supply contracts in an international environment
- Building customer relationships with the biggest OEM customers in the renewable industry

Your Profil:

- Successfully completed engineering degree - electrical engineering highly desire
- 3-5 years of professional experience in technical sales
- In-depth industry knowledge in the field of wind, solar or energy storage systems as well as a technical understanding of the corresponding power electronic applications
- Solid understanding of commercial business processes and project management
- Very good communication skills and a confident demeanor across all functional areas are a matter of course for you
- Business fluent English - other foreign languages are an advantage
- You also act skillfully in difficult negotiations and have a solid understanding of intercultural peculiarities
- Proactive, motivated and your way of working is solution-oriented
- You enjoy inspiring customers with our products and driving the company's goal through new deals

What we offer:

- Work for the business creating the renewable energy technologies
- Opportunity to work in a dynamically developing organization operating in a constantly growing market
- Attractive work conditions within a worldwide group
- Permanent employment contract after probation period
- Private healthcare provided by Luxmed
- Mybenefit platform including Multisport access
- Life insurance
- The new office in a convenient location

If you are interested in an offer, please contact us

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