

# Account Manager (France)

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## Job Summary

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Vacancy :

Deadline : Jan 01, 1970

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Employment Status : Full Time

Experience : 3 - <5 Years

Salary : \$10000

Gender : Male

Career Level :

Qualification :

## Job Description

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We are currently looking for a new colleague to join the position of **Account Manager** at Hitachi Construction Machinery Europe site in Paris, France.

### MAIN TASKS

- The Account Manager is the leading commercial interface between the Company and the dealers for machine sales business the Company does with the dealer in assigned geographical area including Dealer Development
- Being commercially responsible for machine sales targets, including market shares, volumes, gross margin, price realization and market penetration on designated markets, by managing prices and other commercial agreements, incl. validating price lists as well as preparing checklists to monitor gross margins for all models forecasted
- By implementation, analyse and follow up of relevant support systems, training needs, defined KPI's, ensure continuous improvements at dealer level as well as within the Company
- In markets without appointed Dealers, manage sales activities to direct Customers
- Approve machine orders before entry into Order Management System; most cases are routine and can be delegated to Dealer or Sales Coordinator, but all questionable orders to be approved case by case.

### What you will be doing:

- Developing the yearly business plan with each dealer supported by the Aftermarket Manager.
- Planning and execution of the Dealer Business Meetings to improve the overall partnership performance on the market
- Through continuous presence in the assigned markets ensuring a high level of market knowledge on, competitors, local pricing levels, trade regulations, customer expectations and market standard
- Supporting the Dealers in their business and sales activities as necessary, judged on the maturity of the market and the dealer
- Ensuring that machine volume goals and price realization is met on assigned markets
- Actively monitoring follow-up and report in market dynamics and sales performance on assigned markets
- Identify and implement activities to improve the dealer business
- Monitoring and reporting on the dealer activities
- Proposing future dealer development areas to achieve sales business growth
- Managing the resolution of problems or issues between the Company and the dealer which cannot be resolved through normal processes.
- Taking leading role in managing new product introductions with assigned dealers
- Gathering needs for training, feedback to the Sales Region, coordinate execution of product and commercial training in respective market
- Providing forecast figures for total market and retail, anchored with the Dealer to relevant extent

### What you will need to succeed:

- Excellent skills in commercial business
- Minimum of five years' experience within the construction business
- Business negotiation skills/experience
- Well proven business drive and understanding of Dealer operations
- Experience in working in an international environment and interest for different cultures
- Structured with good skills in leading, communicating and being creative

### Your new company

Hitachi Construction Machinery is a world leading manufacturer of construction and mining equipment with a strong focus on a consistent development to provide customers with the technology, products and services that generate new value. Its employees represent a group of trusted experts while keeping continued focus on innovation and growth. Are you an independent achiever focused on the performance that is looking to join a multi-cultural, collaborative and an innovative working environment? If so, then we are looking for you!

### What you need to know

If you're interested, click "Apply" and submit your application with an updated CV. If you know anyone that might be interested, please share this job opportunity further

[Apply](#)

## Education & Experience

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Strong understanding of Java 8, Microservices, Spring-boot, API Development and AWS Proficient in Core Java /J2EE technologies & Spring framework Experience in Pair programming

## Must Have

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- Ability to work independently, with minimal supervision and guidance
- Experience using Docker to package and deploy web applications
- Experience with cloud-based web services and database systems (e.g. AWS, Google Cloud, Microsoft Azure)
- Familiarity with server-side programming (e.g. Node.js, Python)
- Experience customizing Content Management Systems
- Experience working in an agile environment
- Background in user experience and/or design
- Involvement in open source projects

## Educational Requirements

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## Compensation & Other Benefits

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As per company policy