



## SENIOR ACCOUNT MANAGER

We are looking for an experienced and highly motivated Senior Account Manager to join a highly-motivated and passionate team in a modern working environment.

We look forward to receiving an informative application from you via E-Mail, incl. salary expectations and earliest possible start date.

### KEY RESPONSIBILITIES

- Responsibility for entire sales activity cycle from developing proposals to price negotiation and closing of deal incl. invoicing, follow-up and documentation in CRM
- Driving sales in existing & new accounts to meet location targets (revenue/EBITDA)
- Development of account strategies incl. customer-specific sales, target definition and set-up/ maintenance of account pipeline
- Market and competition monitoring (Service/Products portfolio, customer portfolio)
- Conceptual design for strategic customer support
- Maintain strategic network in specialist areas with decision-makers at client level
- Analysis of relevant customer info e.g. purchasing policy, problem areas, etc.
- Management of contacts in CRM and support for customer satisfaction analysis
- Close coordination and cooperation with Account Project Managers

### QUALIFICATIONS AND SKILLS

- Proven Sales track record (+10 years) – ideally with Automotive, (CGI) Marketing or agency background
- Excellent presentation & negotiation skills + goal-oriented & structured work method
- Leadership experience and proven negotiating capabilities
- Self-confident in client communication up to Director/C-Level
- Knowledge of CGI and automotive industry best-practice a big plus
- Strategical, entrepreneurial and creative thinking paired with a passion for success
- Excellent social skills and pleasure in dealing with people paired with high affinity for new digital media
- Driving license required

### ABOUT US

Mackevision is one of the global leaders in computer generated imagery (CGI) which covers 3D visualization, animation and visual effects. The company designs and produces image and film material, as well as interactive applications in high-end quality. It develops technological solutions for generating images and looks after the entire CGI process from data preparation to creative design. The international team looks after major corporations, medium-sized companies and their agencies.

#### FACTS:

Location: Birmingham Area

Start: immediately

Position: full time

#### CONTACT:

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