

Here to move. As a Key Account Manager Cluster SEE m/f.

At DB Schenker, you are part of a global logistics network that connects the world. A network that allows you to actively shape your career and encourages you to break new ground. With more than 72,000 colleagues worldwide, we welcome diversity and grow with everyone's experiences, perspectives, and skills. Together, we are here to make a difference.

We are strengthening our team. Are You with us?

Key Account Manager Cluster SEE / Vertical Market Healthcare

location: Adriatic (starting immediately)

Your responsibilities:

- You identify and support key customers with a focus on our solutions in the cluster of Southeast Europe with the goal of strengthening the existing and developing new business.
- You will work closely with the respective Vertical Market Head and interact with all DB Schenker business units such as land, air, ocean, contract logistics as well as projects and fairs.
- You will run a planning of target customers, allocating customers, and coordinating the preparation of budgets for the assigned customer portfolio across the whole cluster.
- You will work closely with the business unit managers and tender management to win new customers.
- You will create and align Development Plans per account with the business units to align on joint targets and commitment.
- You communicate with colleagues across the whole DB Schenker organization that work on the key accounts where you are in the overall lead or where you are part of a KAM Team (e.g. for Corporate / Regional/National Accounts)
- You keep track of your key accounts by documenting progress, opportunities, and general account related activities in our internal CRM system.
- You observe customer activities and can therefore identify need for action and implement measures.
- You will have the development and budget responsibility of the assigned accounts across the whole cluster.
- Traveling across the cluster to secure sufficient management and development attention towards the assigned customers
- Profound escalation capabilities towards management in case of chances and risks with the accounts

Your profile:

- Several years of experience in Key Account Management across several modes of transport + Contract Logistics and in the support of major customers
- Ideally completed studies with focus on transport and logistics or sales
- Excellent English and Macedonian language skills
- Proficient Excel skills
- You easily get into conversation with others and appear self-confident.
- You can assess the potential of customers and act in a goal-oriented manner.
- Healthcare background is an advantage.

Our offer:

- Fulltime position with hybrid working model.
- Independent work in a collegial and committed team.
- Varied range of tasks in an international environment
- Continuous further training as part of the DB Schenker Academy
- A secure job in an international group

Do you want to move the world? Then we look forward to receiving your online application.

Your contact person for questions: veronika.rath@dbschenker.com