

Account manager Germany

Job description

As account manager for LGCE, you are part of the sales team and you are responsible for researching markets and opportunities, building and/or expanding your network and acquiring purchase orders. You are focused on building long-term relationships. The orders and projects can range from cable and connectivity materials with a value from several thousand euros to complete FttH projects worth a few tonnes. Customers are mainly companies in the telecom operator market, contracting companies, public companies such as Deutsche Bahn, energy companies and local municipalities. The focus for this position is on the market in Nordrhein-Westphalia and Niedersachsen in Germany.

On average you are travelling about 50% of your time. You maintain contacts with existing customers and actively look for new customers. You visit (potential) customers and detect the wishes and requirements of the customer. You also discuss prices, delivery times and (legal) conditions. You know to respond to the needs of the customer in a thoughtful way, propose clever solutions through combining the services and products of LGCE and are therefore standing out in the market. Often you prepare the concept engineering yourself, create an installation training plan and setup the price calculations. After that you present the design and proposal to the customer. After any adjustments you know how to acquire the order. During the execution of the projects, you support the customer, by providing on-site product and installation training, keep an eye on the project stocks and check the quality.

In addition to the orders and inquiries you acquire yourself, inquiries will be made. Both for potential orders and inquiries you evaluate, filter and determine which one you quote or not based on feasibility, chance of success and return on investment.

You also visit operators, consultancy firms, fairs and network meetings and give presentations, making you the face of LGCE in the market. You know how to present LGCE in a distinctive manner and to strengthen the position in the telecom market.

You report directly to the management and work based on a sales budget.

Home-office

Preferably in the east of the Netherlands or in Germany.

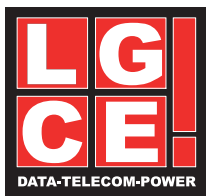
Job Requirements

You have a completed a Higher Professional Education and a strong commercial technical drive. You have ample work experience in a commercial outdoor role for a electrotechnical or IT oriented company. You also have experience in creating and reading technical drawings and documents and preparation of cost calculations. You have a good understanding and ability to speak and write in the German and English language.

Personal characteristics

You have a very strong commercial and service drive and technical affinity, respond well to the needs of the customer and also easily manage to establish and maintain the right contacts. You know how and with whom you get the right information and can communicate on the customer's level. Of course you have the strong will to score and you have a representative appearance. You love personal contact and have a cooperative attitude. Because of your excellent communicative skills, you are able to translate complex and technical material into comprehensible wording. Furthermore you are flexibly, self-supporting and you have a proactive and result-oriented way of working.

Energieweg 19
3281 NH Numansdorp
Nederland
Tel: +31(0)186-659510
Fax +31(0)186-659511



Application procedure

If you are interested in this function and meet the requirements, please reply as soon as possible via our website, by letter or by email. For questions you can contact Herman te Brake (+31 6 28877702).

Company Profile

LGCE was founded in 1999 as a joint venture with LG Cable Korea with the main focus on the supply of fiberoptic cables to (PAN) European telecom operators. After the integration of Quics in 2014, LGCE is now a supplier of products and systems for both indoor cabling solutions as outdoor telecommunication infrastructures.

LGCE is actively involved in the supply and installation of high-voltage cables for onshore and offshore applications. Recently we have been successful in supplying and engineering export cables for wind turbine projects Luchterduinen and Norther.

In the past, the focus was on building backbone networks. Nowadays we see that more fiber optic cable is used in other parts of the networks. Fiber to the Home networks are a very clear example of this.

Of course, LGCE has adapted to this changing market. Detailed distribution networks, direct deliveries from our central warehouse, the introduction of new products and solutions and the ability to supply turnkey solutions are our answer to the challenges we face.

We have very close relationships with our factories that enable us to keep up with the demand and meet the expectations of our customers.

We are able to deliver our products in large numbers for large projects, but because of our intelligent and sophisticated logistics we are also able to deliver accurately and competitively for smaller projects and provide our customers with a tailored proposal for each project.

You will find examples of many projects in which we have been involved at our website.

Our Features:

- Flexible
- Service oriented
- Always available
- Excellent logistics
- Good advice and support of well trained staff
- Several important products available from stock
- Practical attitude
- Innovative Company
- Competitive

With our will and opportunities to change with the market and the surroundings, we are convinced that LGCE will only grow and continue to develop.

Contact

Address
LGCE Data Power Telecom
Energieweg 19
3281 NH Numansdorp

Contactgegevens

Herman te Brake / Peter Raijer
Tel.: 0186 659510
info@lgce.net
www.lgce.net

Energieweg 19
3281 NH Numansdorp
Nederland
Tel: +31(0)186-659510
Fax +31(0)186-659511