

Job Title: (Sr.) Account Manager for Automotive and Tire Industry
Employment Type: Permanent
Work Location: Busan

Job Description

1. Dedicate focused effort and resources to provide selling support to key Rockwell Automation accounts. Develop an annual strategic sales plan to target support for the accounts which includes the objectives, strategies and action plans for an identified functional unit within Rockwell Automation. Integrate these plans into branch/regional office strategic plans.
2. Establish relationships with high levels of customer management. As well as other levels. Make sales calls on regular customers on a periodic basis, informing them of Rockwell Automation products and product application.
3. Help coordinate activities of Rockwell Automation worldwide in the coverage of key accounts. Insure opportunities for additional business are acted upon and monitor Rockwell Automation performance on a continuing basis.
4. Track and publish major project information on a regular basis.
5. Develop list of prospective customers with Sales manager, studies the approach to be made, makes calls on the customers and follows with additional visits and correspondence as appropriate.
6. Analyses customer requirements and thorough familiarity with Rockwell Automation products and their functions, develops plans for use of the appropriate Rockwell Automation equipment.
7. Describes customer requirements for the more complicated modifications of Rockwell Automation products, and co-ordinates the efforts of the technical specialists for development of proposals. Presents proposals to customers.

Your Qualifications

- Academic degree in Automation Control, Electrical Engineering or equivalent.
- Min. 5 years' work experience in sales/mkt within industrial automation (or related industry) is preferred.
- Experience of account management would be an advantage.
- Having the business experience in/with tire or automotive companies is preferred.
- Experience of Hyundai or Kia business or relationship (Direct or indirect) is preferred.
- Self-motivated, independent, team worker, good communicator, customer focus, service orientated.
- Ability to manage multiple projects at one time while playing strict attention to detail
- Strong complex account management skills and large customer navigation skills are preferred.
- Proficient in relevant software applications (customer database, MS Words, Excel, PowerPoint)
- Good English communication skill is required.
- Having the selling experience in tire industry is strongly preferred
- Willingness to travel on frequently basis