



**Carglass® is the global and Swiss leader in auto glass repair, replacement and recalibration. The auto glass specialist makes the difference for customers who need help repairing their vehicles, either in a branch or at home. Carglass® is recognized as a "Best Employer" by Great Place to Work and its Quality Management System is certified by ISO 9001:2015.**

We are currently looking for our Swiss market our new:

**Key Account Manager (m/w) at 100%**

**Primary Responsibilities and Accountabilities:**

- Develop and implement actions to support the corporate strategy 'Become the natural choice' and the vision of the Belron Group ('Making a difference with real care')
- Act as a business partner, inspiring partners (key accounts such as insurance companies and large fleet customers) to implement joint steering initiatives
- Take an active role in the annual price negotiations with partners & customers' tenders
- Project management and involvement of Marketing, Customer Care, Operations, Finance, Quality and IT departments for the implementation and follow-up of actions and processes
- Organize and/or participate in promotional events (sales and demonstrations)
- Lead a sales representative

**Your Profile:**

- You hold a professional certificate or a high school degree
- You have min. 5 years' experience in the commercial business (B2B). A previous experience as a Key Account Manager is required.
- An experience in the automotive industry or in the insurance industry would be a plus
- You have a strong appetite for developing business relationships
- You are a team player and possess very good inter-personal skills as well as very good negotiations skills
- You can work in French, German and English (Swiss German and/or Italian are a plus)
- You already have a primary experience in team management
- **This role is based in Signy (near Nyon) or can also be managed from the German part of Switzerland. This role requires regular business travels in Switzerland (Swiss German part mainly) and to the Head office in Signy (approx. 3 days/week in total)**

We offer a professional onboarding to your new role, an exciting job experience in a motivated team, very good employment conditions as well as a pleasant workplace in a company for which service quality and highly engaged employees are key priorities. We also offer the possibility to work from home up to 2 days per week.

Interested? We look forward to receiving your application! Please send your application documents with the subject "Key Account Manager" to [job@carglass.ch](mailto:job@carglass.ch) or to the following address:

**Carglass Suisse S.A.**

Human Resources

Rue des Fléchères - CP 254 - 1274 Signy-Centre

