



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 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 or to the following address:

Carglass Suisse S.A.
Human Resources
Rue des Fléchères - CP 254
1274 Signy-Centre

