

AluMag® AUTOMOTIVE BUSINESS – JOB OPPORTUNITY

Key Account Manager for the Japanese and Chinese market Automotive and Rail Components based on Aluminum Castings and Extrusions

AluMag® is your worldwide service enterprise, if you align your automotive business activities global or open emerging markets with special challenges!

AluMag® has spun-off the existing business activities into four Strategic Business Units (SBU):

Project- / Liaison Management

Roadshows & Technical Events

Market Development & Key Accounting

Market Analysis & Forecast

Values & Mission

- Energy and potential to energize others
- Engages clients in a long-term collaborative effort to build value for our clients in the automotive industry
- Builds profit by developing a client-based relationship enhancing the quality of our collaboration
- Work to the highest standards of performance
- Best marketing support Service Company in the fast growing automotive market
- Succeeds where others quit

In order to further support the **AluMag® Market Development & Key Accounting**, we are searching for:

Key Account Manager (Automotive and Rail Components based on Aluminum Castings and Extrusions) for the Japanese and Chinese market located either in Japan or China.

ESSENTIAL JOB FUNCTIONS:

- Directly responsible for growing the aluminum extrusion and die-casting business of our customers
- Analyze the Asian marketplace; the OEM's, the competitors and customers buying behaviors to help develop strategies to grow sales in Japan and China
- Provide input to marketing and business strategies for the business

REQUIRED SKILLS AND COMPETENCIES:

- Strong customer service and team orientation
- Knowledge of word processing, spreadsheet and presentation software applications
- Social and inter-cultural competence
- Ability to gather, organize and track large amounts of information
- Strong communication skills

MINIMUM QUALIFICATIONS:

- Education: Bachelor degree in related discipline (Business or Marketing) - Ideal background is a technical degree with common business sense or a business degree with a common technical sense
- Minimum Experience for Consideration: Five years of sales and/or technical experience
- Proven record with references of success
- **Languages: English & Chinese or Japanese; German would be a plus**
- Market and/or process knowledge of aluminum extrusion or die-casting industry and automotive or rail industry
- Self motivated
- Flexibility to travel and additional hours as required

Candidate could be located in Japan or China.

Please email your resume, including cover letter and salary expectations to:

Mr. Jost Gaertner

Managing Partner

j.gaertner@alumag.de