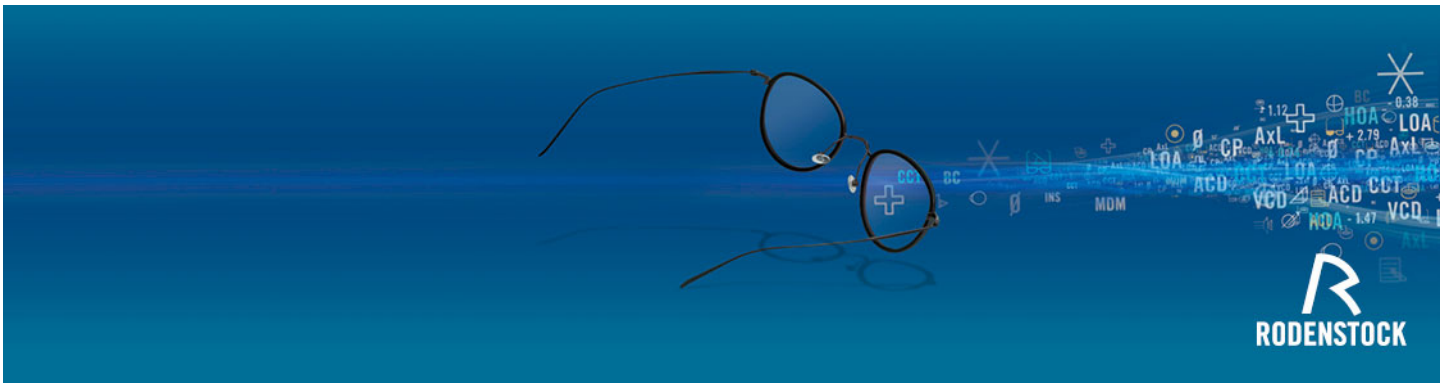

Do you regard freedom as an opportunity to do something new? Do you say what you think, and do what you say?
Does success drive you to take on new challenges and overcome them with passion?
Then Rodenstock is just the place for you!

INTERNATIONAL KEY ACCOUNT SPECIALIST LENSES (M/F/X)

in the Munich Headquarters

Your responsibilities

- Acceptance and processing of international customer enquiries incl. follow-up
- Support in the planning of annual agreements/ tenders and/ or new listing discussions in cooperation with our (inter-) national Key Account Managers (KAM) for lenses
- Market analyses for volume and sales planning as well as monitoring the achievement of sales and earnings targets
- Process and project monitoring and optimisation as well as network building
- Coordination of all customer-specific activities with our national KAMs such as customer acquisition, strategy development (product listings, POS activities, pricing / recommended sales price) and portfolio optimisation
- Planning, coordination with the market organisations and control of the implementation of promotions at the point of sale within the customer budgets
- Carrying out product training in the local markets

Your profile

- Completed ophthalmic optics studies or ophthalmic optics training with an additional commercial qualification
- Ideally professional experience in sales, preferably in the optics industry or an international group of companies
- Experience with international decision-making and purchasing structures is an advantage
- Very good MS Office skills
- Fluent in business English and good German are mandatory; other foreign languages are desirable
- Increasing willingness to travel (up to approx. 30%)
- Intercultural competence and affinity for products requiring explanation
- Strong communication and outgoing team player with high customer empathy
- Distinctive analytical and conceptual thinking skills as well as a confident manner coupled with presentation skills

What we offer

- internationality, agile structures
- attractive compensation, corporate benefits
- flexible working hours
- onboarding, internal academy
- support of health
- employee events
- sustainability
- lenses employee discount

Location

Elsenheimerstr. 33
80687 Munich
required immediately

Your application

We are looking forward to receiving your online application at www.rodenstock.de/karriere-jobs
Ref. No. 1949

Your contact person

Ms. Kunz
Senior Manager
Recruiting & HR Marketing
+49 (89) 7202 427

About Rodenstock

The Rodenstock Group is an international innovation leader and manufacturer of spectacle lenses in the eye health sector. This is driven by our philosophy “B.I.G. VISION FOR ALL – Biometric Intelligent Glasses” for a paradigm shift in bespoke varifocal lenses. The medical technology company, founded in 1877 and headquartered in Munich (Germany), employs around 4,100 people worldwide, maintains five central production facilities and is represented by sales offices and distribution partners in more than 85 countries. Due to the combination of German brand quality, technical innovation and global growth, you will find a wide range of work with a good deal of freedom for new ideas and your own personal development at Rodenstock.

Visit us on LinkedIn, Facebook and Instagram.