TEKTRONIX

Job-Titel:
Junior Account Manager

Job-Beschreibung

Tektronix is a worldwide market leader in Test, Measurement and Monitoring products, solutions and services that break the walls of complexity and accelerate global innovation. We empower engineers to create and realize technological challenges with ever greater ease, speed and accuracy. Tektronix solutions have supported many greatest advances of the past 70 years in Health, Communication, Mobility, Space. With offices in 21 countries, we are committed to the scientists, engineers and technicians around the world who will define the future. Welcome to Tektronix and to the FORTIVE group. We are for the engineers!

We are offering you the unique opportunity to develop an exciting career in a challenging technical and scientific international environment.

At the beginning you will participate in our "Early-in-Career" program. You will join the Team of young talented engineers in the Center of Excellence in Germany (Cologne), where you will learn our products, various applications and new technologies. You will learn how to solve customer enquiries related to all kinds of applications where test instruments are being used and how to find solutions of various measurement problems, will provide support, consultancy and training to our customers Europewide. Such comprehensive on-the-job training and achievement of the next level of expertise would allow you to successfully continue your career with Tektronix as Account Manager to support our DACH (Germany, Switzerland, Austria) Sales Team.

Your main tasks as an Account Manager will be:

- Secure growth of the TEKTRONIX business and taking share from the competition
- Make partner and customer visits, provide sales presentations for all Tektronix/Keithley product lines and training to the customers
- Develop strong relationships with distribution partners, drive distribution and regional sales activities through making joint customer visits, analysing new paths to further market development and customer penetration, and supporting local marketing activities
- Identify Focus Account and ensure needed support level
- Cooperate with Tektronix Distribution Account Manager, Application Engineers, Marketing and other key stakeholders, consistently leverage and engage resources to execute and provide excellence in supporting customers and winning business.
- Contribute to sales forecast and robust funnel growth
- Provide regional & customer update & status reports to Sales Director DACH
- Learn and advise on the regional market trends and conditions and focus areas
- Respect and follow the company values and processes and act in accordance with them

Please send your applications to emea-hr-tek@tektronix.com;

For more information please see: https://de.tek.com/landing-page/emea-careers

Anforderungsprofil

- Technical Degree in Electronic Engineering, Physics or similar field
- Up to 3-4 years’ experience, fresh graduates are also welcome
- Good understanding and enthusiasm to Test and Measurement world is a big plus
- Interest in latest technical evolutions and applications
- Customer-oriented attitude
- Ability to work independently and with little supervision
- Strong communication and presentation skills
- Strong team player with an ability to work successfully in a multicultural organization
- Flexibility and mobility, readiness to travel across DACH region
- Readiness to work in the international environment
- High ethics standards of business conduct in today's business environment
- Fluency in German and English is a must
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<tr>
<td>E-Mail:</td>
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<td>Einsatzort:</td>
<td>82110 Munich/Germering, Deutschland</td>
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<td>Firmenname:</td>
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<td>Frau Natalia Ershova</td>
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