



Uppsala 2006-11-28

FUNCTION DESCRIPTION Key Account Manager

Main tasks:

Develop and maintain business relations between ChromoGenics and customers / partners on a global scale, including responsibility for

- identification, screening and qualification of 'suspects'
- driving the process of developing prospects to customer/partner status
- driving the sales process from business opportunity to contract
- cultivate customer relations to secure on-going business and expansion

Profile

- Result-oriented, decisive and outgoing personality with ability to build confidence and trust coupled with higher management levels, as well as identifying key business issues.
- Very good oral and written English
- Solid experience of driving a high tech sales process in a Business-to-Business environment, where focus is on establishing long term win-win business agreements covering joint product development, supply, support and possibly licensing of production technology
- Ability and interest in understanding the ChromoGenics technology on a level required to support the customer's business case development process
- Solid experience from contract development and negotiations

Background

- Age 35 +
- Experience from subcontractors to automotive or building construction industry is a valued qualification for this position

For applying to this job, please send your cv and personal letter to:

nicolina.engberg@chromogenics.se