



## A Career with COPA-DATA

COPA-DATA is an innovation leader in the industrial automation sector. Forward thinking in our solutions, open-minded, active worldwide. As a dynamic, successful corporation, we are continually growing and expanding our team. We're looking to fill the position of an:

# International Key Account Manager (m/w/d)

Food & Beverage / Life Science

Located in Salzburg/Austria, New Jersey/USA or Cardiff/UK

### Key Responsibilities:

The International Key Account Manager is a high-performance global career sales professional focused on managing the sales of the zenon software platform and/or services to designated strategic international key accounts.

### Main Tasks include:

- ▶ Develop and maintain business relationships at the customers' headquarters/executive national and international levels and collaborate with multiple influencers and decision makers
- ▶ Leadership and coordination (direct and / or indirect) for locally oriented sales and technical teams in different countries
- ▶ Responsibility for developing and implementing strategies to grow the organization's business; executing contracts; sales forecasting
- ▶ Detailed customer research and analysis, identifies decision-makers, understands strategic business challenges and priorities and takes the lead in analyzing information as well as prioritizing opportunities critical to the accounts
- ▶ Understands mid and long term broader business issues from accounts
- ▶ Ensures professional sales coordination, account planning and forecast/report sales activity
- ▶ Responsible for the financial performance of strategic key accounts by setting strategic goals and plans, which are consistent with overall business objectives and transfer strategy plan into customer strategy
- ▶ Establishing and maintaining key account relationships within organizations and industry associations such as ISPE, OMAC, Biophorum, ...

### Required Skills:

- ▶ Outstanding selling ability with capability of managing multi-national/global accounts
- ▶ Self-starter committed to excellence with outstanding organizational and time management skills
- ▶ Strong business acumen and understanding of critical workplace issues and mastery of ability to discuss these at multiple levels including C-suite
- ▶ Knowledge of the processes/key concerns common to all businesses
- ▶ Basic Knowledge about Pharma and Life science Industries is a plus



Visit us at:



Ing. Punzenberger COPA-DATA GmbH  
Karolingerstraße 7b · 5020 Salzburg · Austria  
tel: +43 (0) 662 431002-105 · [www.copadata.com](http://www.copadata.com)



- ▶ Extensive project management leadership skills for coordination of large projects using a multi-disciplined team approach
- ▶ Demonstrated ability to build and maintain key relationships
- ▶ Ability to think strategically and develop sound implementation plans across locations and functions
- ▶ Fluent in English. German is a plus.

### Required Experience:

- ▶ Extensive working experience with a proven sales record or similar within the IT/OT industry
- ▶ University Degree and business qualification is a plus
- ▶ Benefit would be international experience (working or studying)

### What you can expect:

You work in a family-owned company with over 35 year's experience in the software development industry. Flexible working hours and partly homeoffice allow you the optimum possibility to combine work and free time. A friendly workplace and a high level of appreciation ensure a productive environment. Flat hierarchies allow for short decision-making routes.

You're part of an internationally-oriented team that is responsible for the managing and further development of COPA-DATA's global sales network. Internal communication is strengthened through regular team events. In-house training courses provide you with the required knowledge about zenon. In addition, there is the opportunity for extensive further learning on current topics.

Are you interested in providing an essential contribution to our success?

Then contact now Bernhard Ebert at [BernhardE@copadata.com](mailto:BernhardE@copadata.com) or Martin Binder at [martin.binder@copadata.com](mailto:martin.binder@copadata.com).



Visit us at:

