9927 12532 Key Account Manager eMobility - Customer Success (f/m/d) This role will be one of the first within our new Central Global Sales  
Organisation, so we have a lot of areas where you can actively design and  
develop your own role and the Central Global Sales organisation. You will  
start together with two other team members, each of which will have a  
different additional focus area in the mindset of a start-up.  
  
The Global Key Account Manager – Customer Success will be expected to  
identify new business opportunities and drive growth within these accounts  
and drive sales campaigns across countries.  
  
Key Responsibilities:  
• Serve as the primary point of contact for our key international  
accounts  
• Develop and maintain strong relationships with key decision makers at  
these accounts  
• Work closely with country sales organisations to create the right  
offers, coordinate pricing, bidding and to negotiate and close the deal  
• Understand the business needs and goals of our country organisations  
and develop strategies to support them  
• Collaborate with cross-functional teams to deliver exceptional sales  
service and support to key accounts  
• Put a special focus on project coordination especially for highly  
complex customers  
• Develop best practice approaches and tools for complex customer success  
processes  
• Develop and establish a global customer success roadmap  
• Establish global customer success metrics  
  
  
Qualifications:  
• Bachelor's degree in engineering, business, marketing, or a related  
field  
• 5+ years of experience in account management, customer project  
management or a related field, preferably on international level with a  
proven track record of success in managing and developing key accounts  
• Strong communication and presentation skills  
• Strong organisational and project management skills  
• Ability to think strategically and identify new business opportunities  
• Proven ability to build and maintain strong relationships with clients  
and internal stakeholders  
• Fluency in English is required, additional language skills are a plus  
• Willingness to travel internationally on a frequent basis  
  
  
E.ON is united in working on the most exciting issue that our generation  
needs to solve climate change! With all our employees and customers, we  
are a global community of innovators and changemakers, all with the  
belief that each one of us can make a difference for our environment, for  
our society and for our children – We shape the future.  
To keep you motivated and healthy we are offering you the following  
benefits:  
  
  
• Flexibility: hybrid work model, flexible working times, sabbatical or  
additional vacation opportunities allowing great work-life balance  
• Working from abroad: up to 20 days in the European economic area  
• Flat hierarchies: interdisciplinary and very cooperative working style  
providing room for own ideas  
• Modern work environment: workplace according to digital and ergonomic  
standards  
• Personal growth: life-long independent learning making use of a broad  
range of opportunities working with the newest technology and state of the  
art trainings  
• Family service support: services in the areas of childcare, holiday  
care, nursing support or everyday assistance  
• Nutrition & Health: wide selection of fresh meals and drinks in our  
subsidized bistro and canteen as well as various health offers (e.g.  
physiotherapy, flu vaccinations, mental health)  
• Corporate Benefits: employee share program, pension scheme, employee  
discounts, special insurances (and much more)  
• A central location: very good public transport connection, free parking  
and charging points for e-vehicles  
• Individual mobility: from private car and bicycle leasing to subsidized  
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