

# KEY ACCOUNT MANAGER NORTH AFRICA

## Key Account Manager - North Africa Region

### About the company

Semperit Group is a global leader in the development and production of high-quality elastomer and polymer solutions, with a history dating back to 1824 and headquarters in Vienna, Austria. The company employs over 4,000 people worldwide, operating in more than 100 countries across Europe, North America, South America, Asia, and Australia.

### SEMPERTRANS Business

Sempertrans is a global provider of tailor-made conveyor belt technology. Sempertrans has been developing, manufacturing and installing conveyor belts for more than 50 years. Our far-reaching experience, state-of-the-art technologies and high production capacity, as well as our acute conveying know-how have made us one of the most reliable conveyor belt suppliers in the world, providing excellent quality in terms of products and services. Sempertrans is recognized for its innovative, customized solutions and its role as a trusted partner to major OEMs.

### About the Role

Semperit Group is hiring a Key Account Manager – North Africa Region for the Sempertrans business division. You'll manage a set of existing Key Accounts Customers & lead the sales development of New Export Markets or Customers' Accounts in North Africa & Senegal. The KAM North Africa will play a key role in the sales development activities & revenues of Sempertrans in Africa.

### Key Responsibilities

#### EXISTING CUSTOMERS ACCOUNTS MANAGEMENT

- To Sustain & Develop the business relationship with the existing key customers accounts
- To Sustain the business relationship/partnership with the existing Sales Agents network
- To Sustain & develop the business relationships with local OEMS
- To Monitor & Report Competitor Activities
- **Goal:** To Consolidate &/or Increase the current region turnover

#### NEW EXPORT MARKET - CUSTOMERS ACCOUNTS DEVELOPMENT

- To Develop new export markets: Making of the Market Entry Strategy / Strategy Implementation & Monitoring

- To Open new Customers Accounts (North Africa Region)
- **Goal:** To Generate new source of incomes for SEMPERTRANS

## **BACK-UP**

- To Support the Head of Sales as often as required (Holiday, Tenders, etc...)

## **MAIN GEOGRAPHICAL SCOPE**

- Morocco, Algeria, Tunisia, Mauritania, Senegal (additional countries may be added later on)

## **Profile and Qualifications**

- International Sales-Business and/or Mechanical Engineering Degree (Master Degree Level)
- A (7) years working experience (minimum) related to the Industrial Sector and/or the sales of Technical Products (Conveyor Belt Manufacturer, Polymer or related product is a significant plus)
- A (7) years working experience (minimum) with Global Organizations (understanding global organizations and cross-cultural collaboration, Compliance & Ethics process)
- A (7) years working experience (minimum) with North Africa Region (used to deal with local business partners and/or end-users, understanding of local stakes & habits)
- Willing to travel (10) working days/month average
- IT knowledge (MS Office, Excel is a Must, Sales Force or CRM)
- Dynamic, Enthusiastic, Curious, Rigorous, Pro Active, Integer
- English - Fluent (Level C1), French - Native or Fluent (Level C1), Local Arabic (significant plus)
- Location: Morocco (preferably) or an internationally connected location in North Africa

## **What We Offer**

- Strategic position in a Global Industrial Group
- Opportunity to shape the future of SEMPERTRANS North Africa's operations
- Dynamic, international work environment

#LI-SEMPERIT

#LI-Hybrid

## **Your benefits**