

Key Account Manager (f/m)

Location: Munich, Germany
Start date: Immediately

Our Company

OpenSynergy works on one of the most fascinating topics in software development: e.g. the integration of Linux or Android solutions with automotive-specific software such as AUTOSAR, the development of the Bluetooth® stack Blue SDK, of an OTA update mechanism and a kit providing high quality of signal processing for hands-free applications in the car.

Our customers include automotive manufacturers and suppliers. That's why COQOS rides along in the car.

OpenSynergy is an independently managed company. Its headquarters are situated in Berlin with locations in Munich and the United States. The company is continuously growing and our corporate culture is inspired by the internationality of our employees, partners and customers.

OpenSynergy is a development member of the AUTOSAR development partnership, member of the GENIVI Alliance, The Linux Foundation and Automotive Grade Linux (AGL). It participates in national and international research projects such as ARAMIS and EURO-MILS.

If you would like to join our team, apply today. We look forward to meeting you.

Your tasks

- As a key account manager, you will expand the business on the basis of existing customer contacts and gain new customers in the automotive industry.
- The services include the marketing of solutions using our software product COQOS in Germany and Europe.
- By selling licensing agreements and individual engineering services, you will ensure that we achieve our commercial goals.
- You will coordinate tender preparation and take responsibility for the entire sales process up to the award of the contract.
- You will work closely with the customers to understand their needs, create solutions and negotiate deals.
- You will work closely with the internal development and marketing department to evaluate and communicate their own performance capabilities with regard to customer requirements.
- You will interact with our partner network and represent OpenSynergy at events.
- Market and competition monitoring as well as the identification of potential customers and new business opportunities complete your area of responsibility.

Your qualifications

- Completed university degree in industrial engineering/business informatics or business administration or a comparable degree.
- Several years of sales experience in the international field, of which at least 2 years is in software sales for the automotive sector.
- Proven success with customers from the following sectors: Supplier Tier I + II, OEMs an advantage
- Very good presentation skills and the ability to explain complex facts in simple words.
- High degree of motivation, commitment, flexibility and self-responsibility.
- Team player.
- Customer-oriented seller mentality.
- Technical know-how & creativity.
- Good experience handling sales tools such as vTiger or Salesforce would be an advantage.
- Willingness to travel (approx. 50%)
- Very good knowledge of German and English, spoken and written.

We offer:

- a creative working atmosphere with flextime
- a chance to work in Berlin's dynamic district Friedrichshain
- international colleagues and customers
- an opportunity to work with experts in the field of embedded software for cars
- an open-minded and fair working atmosphere.

Please send your complete application in German or English along with your desired salary to jobs@opensynergy.com.