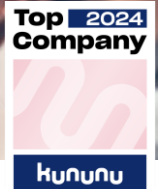




KEY ACCOUNT MANAGER PROJECT SALES in DK/S/FIN/N/IS (m/f/d)

Full-time



DoorBird develops, produces and markets high-quality IP video door intercom systems worldwide and is part of the ASSA ABLOY Group, the leading manufacturer and supplier of locking and security systems.

To strengthen our team, we are looking for a full-time **Key Account Manager Project Sales in DK/S/FIN/N/IS (m/f/d)** for the earliest possible start date.

What we offer:

- Competitive **compensation package**
- Generous **bonus** structure based on overall territory revenue
- Stable hours and excellent **work/life balance**
- Generous, flexible **vacation**

About you:

- Training/studies with a technical or commercial background are an advantage, but not essential
- At least 5 years' experience in sales
- Sales skills, ability to listen and adapt presentations to customer needs
- Your open and friendly demeanor enables you to quickly establish positive contact with our customers
- Enthusiasm for IP and smart home technology
- Technical understanding, independent work and teamwork are a matter of course for you
- Fluent in English

About the Opportunity:

- You identify potential specialist dealers and partners such as housing associations, project developers, specialist planners, architects and installation companies and present our solution
- You develop customer-specific offers based on our products
- You are available to customers and partners as the first point of contact for questions and problems
- You will support our sales team at trade fairs, training courses and events
- Identification of needs and potential in your sales territory and constant monitoring of the competition to ensure our long-term success
- Establishing a close and long-term customer relationship and advising your customers on multi-year requirements planning
- Collaborate with the sales team to identify and grow opportunities within the territory
- Contribute to increasing the overall revenue
- 70% travel required

Are you looking for an appreciative company and want to work with modern smart home technologies? Then DoorBird is the right place for you! Look forward to a secure job in a globally established company with an inspiring corporate culture, flat hierarchies and fast decision-making processes.

Just send us your CV, your earliest possible start date and your monthly salary expectations to the following e-mail address:

career@doorbird.com

We are looking forward to you!

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