

## Key Account Manager

- Ready for the next step in your career?
  - Managing Fortune 500 client
  - Senior leadership role for leading Australian Manufacturer
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Air Radiators is an award-winning Australian Manufacturer, providing specialised Heat Transfer systems for mobile and stationary applications. With over 45 years of industry experience and an impressive list of Australian and International customers, we have a highly regarded reputation for delivering top quality Heat Transfer systems.

### The Role:

This leadership opportunity plays a key part in our business and manages the account of a leading Australian Truck Manufacturer. The role includes:

- Build and nurture relationships across the customers business
- Negotiate and implement long term customer contracts, driving business strategy
- Negotiate and implement new customer contracts, pricing, and service agreements across global supply chains
- Provide leadership, coaching and mentoring to internal teams to drive results in the best interest of the client
- Develop further sales opportunities with the customer
- Create and contribute to business development opportunities

### Requirements:

- Previous experience managing key accounts. Experience within the transport industry preferred
- Demonstrated leadership capability and experience guiding and leading teams
- Ability to communicate clearly and appropriately with all levels of staff and management
- Effective written and oral communication skills
- Excellent computer skills with a strong knowledge of excel
- Ability to think creatively to solve problems and address potential service issues.

### The Opportunity:

- Senior role with development opportunities
- Global exposure across multiple manufacturing locations
- Supportive team environment
- Competitive salary

### Applications To

**Email to:** [recruitment@airrads.com.au](mailto:recruitment@airrads.com.au) with **Key Account Manager** in the subject line.