

We are looking for full-time as soon as possible a

## Key Account Manager (M/W/D)

in Zagreb

Assmann elektronika d.o.o., headquartered in Zagreb, is active in the field of computer accessories and network equipment. The company is recognized as a reliable supplier of high-quality components for network cabling in the Republic of Croatia. Assmann elektronika d.o.o. is part of the ASSMANN Group, a global manufacturer providing solutions for data network technology with products of our established DIGITUS® brand.

The Assmann Group is firmly established in the global market with 11 successful branches and more than 250 employees worldwide. Our brand DIGITUS® is highly valued for its high-quality product portfolio by distributors, retailers and system integrators.

### YOUR FIELD OF ACTIVITY:

- Business development and demand generation in close coordination with the Sales Director
- Targeted acquisition to open up new customer potential
- Strategic penetration of the assigned potential customers
- Expansion and further development of existing business relations and partnerships
- Creation and calculation of customer-specific offers and projects
- Development and management of a project pipeline (sales-funnel management)
- Preparation and review of project applications/special bid requests, follow-up, and project support
- Regular updates and feedback on existing projects using the CRM system
- Responsibility for achieving sales targets
- Identification of partners according to the focus products
- Follow up on current and dormant leads

### YOUR QUALIFICATIONS:

- You have a high school/university degree.
- You have very good written and spoken English skills.
- You have skills in handling Microsoft Office.

### YOUR SKILLS:

- You are curious and enthusiastic. We are looking for people who ask questions to receive better answers and create a better working world.
- You are ambitious and purpose-driven. We are seeking people that have the right attitude and values. You must be willing to learn and have a can-do mindset to see opportunities instead of challenges.
- You are innovative and open-minded. To kickstart your career, you must seek and embrace different ideas and diverse perspectives to develop better solutions.
- You are a team player. As a company, we work closely together to overcome challenges and find solutions. We value support and encouragement among all employees to build trust and safety.

### OUR OFFER:

- A strong and supporting development program to help you build your skills and knowledge.
- An opportunity to join a strong and highly motivated team learning what we do and being given real responsibilities.
- To experience first-hand that the data network technology is an exciting and dynamic industry with many different career options.
- An intercultural working environment – offering opportunities to develop a strong network with your colleagues, mentors and leaders within Assmann elektronika d.o.o and other subsidiaries of the Assmann Group.
- Support, feedback and coaching from engaging colleagues and mentors.

If you are interested in an employment in our company, we look forward to getting to know you. Please send us your application documents preferably by email to [l.mikus@assmann.hr](mailto:l.mikus@assmann.hr)



ASSMANN  
croatia

## We are focusing on your future – who you could become...

Assmann elektronika d.o.o. is seeking young and driven people who are willing to learn and develop their skill sets in a driven, engaging and supporting environment.

### Off to new adventures...

- You may not have any work or industry experience. But that is no problem as we are keen to find people with ambitions and an open mindset that are willing to learn.
- However, we are looking for certain skills that can be applied in the company and industry to help you grow and gain experience to achieve your full potential:
  - Curiosity
  - Enthusiasm
  - Ambition
  - Can-do attitude
  - Innovation
  - Open mindset
  - Teamwork and collaboration
- Working with Assmann elektronika d.o.o., you will develop your skillset and knowledge to be relevant today and in the future. With our company you will build a close network of colleagues, mentors and leaders who will be on the journey with you from the start at Assmann elektronika d.o.o. and beyond.
- Our goal is to support and empower you to discover your full potential and design/create your future!