

For our representative office in Shanghai, we are looking for a

# APAC KEY ACCOUNT MANAGER

As a Key Account Manager, you are responsible for managing and developing customer accounts (APAC, excluding China), as well as qualifying, managing and developing leads and Requests For Quotations (RFQs).

This role has overall responsibility for maintaining and strengthening strong relationships between CONDIS SA and its strategic clients.

## MAIN TASKS & RESPONSIBILITIES

- Define suitable account strategies and execute action plans in alignment with business goals.
- Identify business opportunities and establish tactical action plans, including the allocation of appropriate resources.
- Perform the commercial qualification of leads and incoming RFQs.
- Analyze market trends and propose corresponding business plans to meet market requirements.
- Manage sales and customer administration in coordination with the Sales Back-Office team.
- Track reliable customers forecasts and anticipated market trends.
- Develop and maintain a strategic relationship network.
- Act as the voice of the customers within the organization.
- Collect and share feedback from customers and the market.
- Participate in the negotiation of frame contracts and spot projects.
- Propose development actions in collaboration with Product Management team.
- Report successes, lessons learned and corrective action plans.



This role requires up to 30% time on customer visiting activities and for attending trade shows of the industry.

If you want to join an innovative - growing - international – fast-paced company,  
please send your resume to [hr@condis.ch](mailto:hr@condis.ch)

## EDUCATIONAL LEVEL & EXPERIENCE

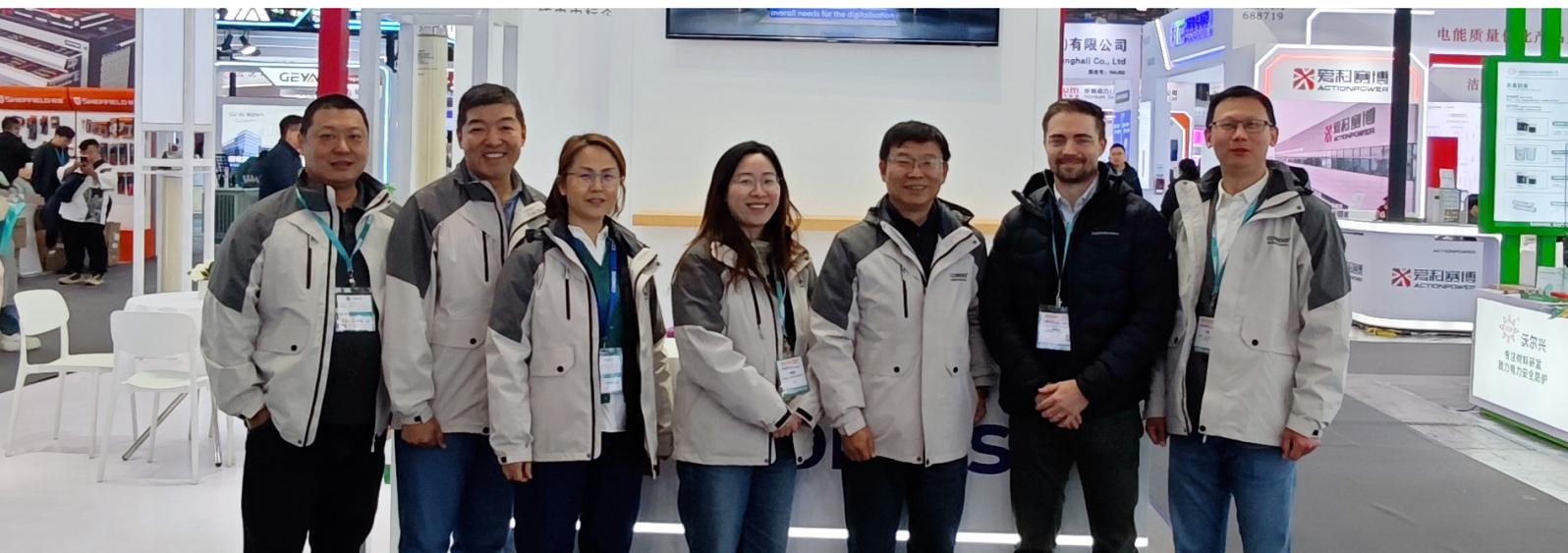
- Master Degree in Business, Engineering or a related field.
- At least 1 year experience in Business-to-Business sales or marketing.
- Experience in power industry, HV/MV equipment/components business, energy grid monitoring, measurement and protection business are welcome assets.



## KNOWLEDGE, SPECIFIC SKILLS AND ABILITIES

- Fluent in Chinese and English; any other Asian language is an asset
- Oversea education or professional experience an asset
- Good computer literacy
- Strong alignment with a “Customer First” mindset
- Positive, proactive and self-motivated attitude
- Creative thinker with a strong team spirit
- Excellent communication and interpersonal skills
- Skilled negotiator with the ability to solve complex situations and identify win-win solutions
- Reliable and able to work effectively in a multi-cultural environment

## MEMBERS OF THE TEAM



Zhang John - Zheng Steven- Xu May - Ma Ivy - Sun Roger - Vésy Baptiste - Cheng Jin

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