



As an innovative recruitment company ABSOLUT PersonalManagement GmbH is established since years. Our focus is on recruitment for permanent positions in the commercial, medical and high-technology field. Expertise, manifold offers and our professional team provides our success for the last 30 years.

For our client, a globally leading provider of intelligent sorting robotics and flexible warehouse automation solutions, we are looking for an experienced

## Senior Key Account Manager – Team Lead Europe (m/f/d)

**Location: remote**

The position focuses on developing strategic customer relationships, driving business growth with key accounts, and supporting the expansion of our client's intelligent sorting and warehouse automation solutions throughout Europe, while also contributing to the build-up and development of a European Key Account Management organization. The role reports directly to the Vice President Sales Europe.

### Your Tasks

- Develop and execute account strategies to drive business growth across key customers in Europe
- Build, maintain, and strengthen long-term relationships with strategic customers, partners, and industry stakeholders
- Understand customer operations, logistics processes, business challenges, and automation requirements in depth
- Identify opportunities for expansion within existing customer accounts through upselling and cross-selling activities
- Develop new customer relationships and generate additional business opportunities across the European market
- Collaborate closely with pre-sales, engineering, project delivery, and after-sales teams to ensure successful project execution and customer satisfaction
- Support customers throughout the entire sales cycle, from opportunity identification to contract negotiation and project implementation
- Monitor market developments, industry trends, and competitor activities to identify growth opportunities
- Represent the company at customer meetings, trade fairs, exhibitions, and industry events across Europe

## Your Qualifications

- Bachelor's degree or higher in Business Administration, Engineering, Logistics, Supply Chain Management, or a related field
- Profound experience in Key Account Management, Business Development, or Strategic Sales within:
  - Warehouse Automation
  - Logistics Automation
  - Robotics
  - Material Handling
  - Intralogistics
- Proven track record in managing strategic customer relationships and achieving commercial targets
- Strong understanding of warehouse operations, logistics processes, and automation technologies
- Experience working with system integrators, logistics operators, retailers, e-commerce companies, or industrial customers
- Excellent communication, negotiation, and relationship-building skills
- Self-motivated, entrepreneurial, and results-oriented working style
- Comfortable operating in an international and cross-cultural environment
- Fluent English language skills are mandatory
- Additional European language skills are considered a strong advantage
- Willingness to travel extensively within Europe

## Our offer

- Opportunity to join one of the world's leading innovators in robotic sorting and warehouse automation technology
- Direct influence on the company's European growth strategy
- International working environment with significant growth potential
- Exposure to global customers and large-scale automation projects
- Attractive compensation package and long-term career opportunities
- Fast-growing organization with strong entrepreneurial culture and short decision-making processes

## Are you interested in this diverse and challenging position?

If so, please send your complete application documents, your desired salary and your date of availability to Sibylle Arhold. We are looking forward to receiving your application **via email to [arhold@absolut-personal.de](mailto:arhold@absolut-personal.de)** .

## Your Contact

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