



Key Account Manager
Lincoln Electric UK Ltd
UK Based

Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc welding systems, plasma and oxy-fuel cutting equipment and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln Electric has 56 manufacturing locations, including operations and joint ventures in 20 countries and a worldwide network of distributors and sales offices covering more than 160 countries.

ROLE RESPONSIBILITIES

- Promote Lincoln Electric to a number of key/strategic accounts and larger industrial end-user customers
- Achieve the agreed budget for the designated key accounts on an annual basis
- Identifies, develops and closes new sales opportunities utilising our Salesforce Tool to ensure high level of communication to the sales team
- Identify the major players with the most attractive potentials for arc welding products/where added value is identified, which fit to our current product offer, collect all required information in order to assemble proper customer profiles and build up a firm relationship with all the key technical and commercial decision makers in each target industry.

ROLE REQUIREMENTS

Mechanical or Electrical Engineering Degree, ideally enlarged by a Welding Engineer education.

Strong experience in the welding industry and being used to presenting and speaking in front of groups of engineers and purchasing people.

Strong background and broad theoretical and practical understanding of arc welding, design, testing and general fabrication in the metal working industries.

Relevant technical & commercial knowledge of the sales, product and marketing techniques required.

Results oriented and proactive – consistent overachiever of goals and objectives.

WE OFFER

- Personalised development programme
- Generous pension offering
- Engagement & Wellbeing Initiatives
- Recognition Programme

Interested?
Send your CV and application to:
hgreen@lincolnelectric.eu