



Your expertise. For the safety solutions of tomorrow.

MSA stands for the development, production and sales of professional safety equipment and gas detection technology: We are „The Safety Company“. We have been developing products that save lives for over 100 years – from innovative harness systems to smart gas detection devices. Customers in 140 countries put their lives in our hands every day. Our more than 4,700 employees in 42 locations worldwide accordingly take on great responsibility. Together we pursue one objective: We make the lives of workers in action safer.

We are looking for a highly skilled and motivated

Global Key Account Manager (f/m)

In this position, you drive increased recurring cross-regional revenues through Global Key Accounts. The successful candidate will work home-office based in Europe or Dubai. The location of this position is in principle flexible, depending on the candidate.

Your task in our team:

- You research and select potential Global Accounts worldwide.
- You develop relationships with targeted Global Accounts.
- You provide timely update reports to the virtual teams that make up the sales organization for the targeted Global Account.
- You establish virtual teams to implement Key Account plans at targeted customer locations.
- You gather and communicate information on competitive activity and market trends.

Your profile: Expertise meets experience

- You have completed a Bachelor's degree in business or a related field. A Master's degree would be preferred.
- You have at least ten years of sales and account management experience and you have been working for at least two years with global sales teams.
- You have experience in selling to large international end-user accounts and develop strategic relations with key decision makers.
- You understand business financials.
- You have safety equipment experience.
- You are willing to travel about 70% of your work time.

MSA as an employer: What makes us unique

Only with the best employees are we able to remain a leader of innovation. We provide the ideal environment for our employees:

- **Individual career paths:** We offer various development prospects on the basis of personal wishes and talent.
- **Swift decisions:** We combine the stability of an established company with the functioning of a young technology enterprise.
- **Fantastic team:** Benefit from the diversity of your highly qualified colleagues and work with them to further hone your skills!

Interested?

We are looking forward to receiving your application. Please send your application documents in English with details of your desired salary and earliest start date by e-mail to: Karriere@MSAsafety.com

MSA Technologies and Enterprise Services GmbH

Thiemannstr. 1, D-12059 Berlin, Tel. +49 (0)30 6886-1856, Fax -1558