

# COME WORK WITH US

ITW Global Fasteners is part of the ITW group operating in 52 countries. With a unique business model, the 45,000 employees successfully implement customer-oriented and highly innovative solutions in the automotive sector. Our expertise is the development and production of plastic fasteners. There are hardly any vehicles today that do not contain a piece of consistent engineering from ITW Global Fasteners.

We offer you the innovation challenges and personal development prospects of a global company with an entrepreneurial culture. But we are also characterized by the familiar, trusting environment of a medium-sized company. In addition, you can expect a self-determined, exciting job with numerous benefits and a respectful working atmosphere.



For our team in Wolfsburg we're looking for a:

## Global Key Account Manager

The Global Key Account Manager (GKAM) - EU Global Accounts will report to the Sales and Engineering Director, EU Global Accounts and will be responsible for strategy development, execution and performance of all sales activities for the VW Group in the assigned global market.

Objectives are:

- Reach full potential growth and maximize our global market share in VW Group
- Harvest our proliferation opportunities in underpenetrated regions
- Drive growth through global Design and Engineering centers

Location preference: Close to our Sales Office Wolfsburg

### What you will do:

- supports strategic planning including comprehensive market research and competitive analysis to understand the global market, product development and penetration opportunities
- Develops, implements and drives the commercial strategy, performance goals, plans and vision to align the resources to ensure growth
- Leverages global market knowledge and introduces new products globally
- Applies innovation strategies - drives innovation in home region and regions with proliferation
- Nurtures customer relationship that provide insight and a landscape where ITW has a competitive advantage
- Oversees localization and controls global pricing
- Consolidates commercial reports and supports S&E Director(s)
- Builds and maintains a global Key Account team that is able to support meeting the Account's commercial, operational and financial goals. Develop the related team members and accelerate the development of early in career high potential functional talent.
- Aligns with local businesses on resources necessary and establishes performance goals of OEM team. Conducts performance assessment, team coaching, directs compensation in home region and supports divisions in the assigned regions; consolidates goals and objectives
- Nurtures an environment consistent with the ITW values and culture
- Strengthens relationships and maximizes synergies with ITW Global Automotive units.
- Demonstrates personal effectiveness and leadership that creates a culture of high performance.

## What we are looking for:

- Bachelor's degree - B.A./B.S. from four-year College or University in Business or Engineering or equivalent ITW experience.
- 5-10 years of experience in Key Account Management, experience in Engineering and/or Innovation. Working knowledge of budgeting, sales pipeline management and business development.
- Automotive plastic engineering and /or project management experience desirable - a proven track record of sales growth is a must. Experience with VW Group is a plus.
- Leadership experience with a global intercultural team. Demonstrated ability to make tough business and leadership decisions.
- Excellent interpersonal, communication, and presentation skills with experience in communicating and working with remote regions.
- Ability to build up a positive relationship to a customer.
- Proven ability to manage complexity and change.
- Personally driven and motivates others to excel. Proven ability to generate respect and trust from staff and external constituencies along with the ability to work collaboratively with colleagues and staff to create a result driven, team-oriented environment.
- Ability to identify talents and develop future leaders/managers.
- 80/20 mindset.
- Willing to travel; primarily domestic and occasionally world-wide.

### If we've sparked your interest,

please send your application to:

[Nadja.rehdner@itwfasteners.com](mailto:Nadja.rehdner@itwfasteners.com)

**Nadja Rehdner | Human Resources**

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