

# 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.

At ITW Global Fasteners, you'll be joining an industry with a bright future. We offer you a family-like working environment and opportunities for further development all over the world.



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

## Account Manager Mercedes (m/w/d)

### What you will do:

- Leading the account team
- Sales responsibility for the assigned customer account and tracking of account KPIs, with a strong focus on innovation (CBI)
- Responsible for building a strong project pipeline
- Supporting Project Managers in their project activities, from the early project phase to final approval by the customer
- Maintaining customer contact and expanding customer relationships to develop insights into the corporate landscape and resulting advantages for ITW
- Conducting project-related price and condition negotiations.
- Supporting the GKAM in the development of annual and long-term plans (LRP & AP)
- Implementation of strategic planning together with the Global Key Account Manager and Project Managers
- Close collaboration with senior executives and operational management to leverage local market data, focus on growing core products, and introduce new products
- Close collaboration with the Engineering, Operations, and Quality departments
- Ensuring communication with the Innovation Team, Strategic Marketing, other accounts, and divisions
- Developing team members and supporting early career development for high potentials to foster talent within the company

### What we are looking for:

- Completed university degree in a technical field or equivalent education
- At least 5 years of professional experience in sales management, including 2 years of experience in the technical field
- Several years of experience in automotive project management and knowledge of plastic manufacturing processes desirable
- Proactive leadership personality with proven successes
- High affinity for future products and trends
- Strong skills in communication and presentation techniques
- Willingness to travel (mainly domestically)
- Good German and English language skills
- 80/20 mindset.

### If we've sparked your interest,

please send your application to:  
[Nadja.Faul@itwfasteners.com](mailto:Nadja.Faul@itwfasteners.com)

Nadja Faul | Human Resources  
ITW Fastener Products GmbH  
Hörle 5  
97993 | Creglingen