

polycontact

Polycontact AG is an innovative Swiss technology company based in Chur, with over 60 years of tradition. As a reliable partner, particularly in the automotive industry, Polycontact stands out for its extensive production experience, high flexibility, and fast development processes. Together with its production facility in Romania, Polycontact sets standards for safety-relevant applications in the fields of buckle switches, seat sensors, position sensors, electronics & lighting, wire harnesses, and services.

To strengthen our dedicated team and manage our series business, we are looking for you as a:

Key Account Manager – Automotive

Your responsibilities:

- **Strategic & commercial responsibility:** You manage our international key customers in the automotive sector (Tier 1) within your business area.
- **Customer Retention & Business Development:** You maintain long-term customer relationships and develop customized solutions.
- **Offer & contract management:** You analyze customer inquiries, prepare offers, and conduct contract negotiations.
- **Coordination of product series launches:** You manage internal and external processes to ensure a smooth production start.
- **Financial management:** You monitor payment transactions, create budget plans, and conduct cost analyses.
- **Customer communication & presentations:** You organize customer visits and workshops – both nationally and internationally.

Your profile:

- Experience in technical sales, account management, project, or product management.
- A completed degree (Bachelor's/Master's) in business administration or a technical/engineering field.
- Knowledge of the automotive supply chain and strong customer focus.
- Independent, solution-oriented working style and strong teamwork skills.
- Business-fluent German and English skills, along with strong analytical and communication abilities.
- Willingness to travel within the EMEA region (up to 20%).

What we offer you:

You can expect an exciting and varied role in the dynamic automotive industry. We offer you a modern workplace in an innovative Swiss manufacturing company with flat hierarchies and fast decision-making processes. In our motivated sales team, we encourage personal responsibility and support your initiative. Additionally, you will benefit from a 40-hour workweek with free Friday afternoons and regular company events.

Are you interested? We are happy to provide more information. Feel free to contact us at any time and apply online with your complete documents as a PDF or send them directly to our HR department, Ms. Rachele Elvedi: bewerbung@polycontact.ch