

Join Us!

Key Account Manager (m/f/d)

Location: Germany
(Grafenau or Bremen)



Ready to take your next career step?

We're looking for a **Key Account Manager (m/f/d)** with a passion for building strong customer relationships, driving growth, and managing technically challenging projects. If you're a confident negotiator who enjoys shaping markets and working in an innovative, team-oriented environment — we'd love to meet you!

About the role

As our Key Account Manager, you'll be the key link between our customers and our company. You'll oversee and develop existing accounts, identify and win new business, and manage projects from the first inquiry through to series production. Your goal: build lasting partnerships based on trust, expertise, and innovation.

What you'll do:

- » Develop and support existing key customers.
- » Acquire new customers and manage inquiries through to series production.
- » Prepare, present, and negotiate offers and contracts.
- » Follow up on offers and ongoing projects.
- » Support customer audits and assist with complaint management.
- » Monitor market trends and competitors, providing regular reporting to management.
- » Manage customer projects and provide technical support in close cooperation with development and production teams.
- » Contribute to strategic company decisions.



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What we're looking for:

- » Completed technical or business management education, e.g. MBA (with strong technical understanding).
- » Minimum 3 years of experience as a Key Account Manager, ideally in magnetic components business.
- » Proven sales expertise and strong negotiation skills.
- » Business-fluent in German and English.
- » Confident with Microsoft Office 365 and contract management.
- » Independent, structured, and highly self-motivated work style.
- » Strong communication and teamwork skills.
- » Experience in selling technically complex products is an advantage.
- » Willingness to travel nationally and internationally.
- » Enthusiasm for electrical engineering products.

What we offer:

- » A family-like, supportive working environment with short decision-making paths.
- » Flexible working hours and the option to work remotely after onboarding.
- » Attractive social benefits and further training opportunities.
- » A company car for private use.

Let's shape the future together!

People and partnerships are at the heart of what we do. If you're eager to build relationships, drive innovation, and explore new paths with us — apply now and become part of our success story.

About Noratel Group:

Noratel was established in 1925 and is servicing the industry worldwide, evolving to meet the ever-changing demands of our customers. Today we are a leading global provider, proud to offer the most comprehensive range of transformers, reactors, and power supplies. Besides a comprehensive standard range product portfolio, the majority of Noratel production is dedicated to custom design and manufacturing to meet the requirements of OEM customers. Noratel employs 2 000+ people across 13 countries in Europe, Asia, and North America. Corporate headquarters are based in Lier, Norway.

Employment Type

- » Full-time.

Start date:

- » To be agreed.

To apply for this position, please use the provided email address:

joboffer.de@noratel.com