



Job offer

Tornado Antriebstechnik GmbH is a leading German manufacturer of tailor-made AC and DC drive solutions, primarily for stairlifts, platform lifts and service lifts as well as for industrial doors, with over 125 years of experience in innovation.

Tornado Antriebstechnik GmbH – a company of the ACCEDIA Group (www.groupe-accedia.com).

To strengthen our team, we are currently looking for a committed

Key Account Manager (m/f/d)

Are you passionate about not only managing customer relationships but also developing them strategically? Do you enjoy combining your technical expertise with strong sales skills? Then become part of our team!

What we offer you:

- Permanent full-time role (40 hrs/week) with long-term prospects
- Pay under the Berlin-Brandenburg metal and electrical industry collective agreement
- Holiday and Christmas bonuses plus other collectively agreed extra payments
- Flexible hours with a flexitime account
- Company pension plan after probation
- Benefits such as JobRad (bike leasing) and EV charging station
- Company shutdown between Christmas and New Year

What you will do with us:

- **Develop Key Accounts:** Manage key accounts and grow partnerships strategically.
- **Win New Clients:** Spot new business opportunities and win strategic clients.
- **Plan Sales Strategies:** Analyze client needs, markets and competitors to create tailored account and sales plans.
- **Lead Negotiations:** Handle pricing, contracts, framework and annual agreements.
- **Provide Technical Advice:** Work with design, development and application engineering on tailored client solutions.
- **Manage Client Projects:** Oversee key projects from inquiry to series delivery and coordinate internal teams.
- **Grow Business:** Identify cross- and upselling potential and manage account revenue and margins.
- **Resolve Key Issues:** Act as the main escalation contact for critical client projects and align internal teams on solutions.

What you bring to the table:

- Technical or commercial training, a degree, or equivalent qualification
- Experience in technical sales or key account management
- Ideally, a background in mechanical engineering, drive or gearbox technology
- Strong technical insight and commercial mindset
- Strong negotiation skills and a confident manner with clients and decision-makers
- Fluent German and English, written and spoken, at negotiation level
- Willingness to travel approx. 30% and a valid Category B driving licence
- Strategic, structured and independent work style
- Passion for long-term client relations and new business opportunities

Ready for Your Next Challenge?

We look forward to receiving your application, including your **salary expectations and earliest possible starting date**.

Please feel free to send your application by email to: bewerbung@tornado-drives.com