

Language: DE,SVE,ENG

Key Account Manager

Location: Pietarsaari/Vaasa region, Finland. I like to travel for work!

Looking for: A job where I can utilize my skills in building strong relationships, networking and communicating. Sales interest me a lot! For me, it's more about the people than the product itself.

Introduktion

The essence of this talent lies in their ability to perform and deliver on promises with great loyalty, enthusiasm, attention to detail and warmth. This talent can seamlessly adapt to meet different people in various roles, utilizing their warm approach and flexible identity. They are good at building solid relationships, and want to work hard with people who are driving towards a common goal. When committed to a task, they like to repeat what they are doing until they master the subject or the art with great detail. This is a person who wants to respond to the needs of society and build something of higher value. They are logical, friendly and practical with an ability to truly inspire with their outlook. When their heart is in it and the deal is clear, this is a person who gives their all and keeps their promises. If your company requires a professional with experience in sales and project management within the technical engineering field, as well as a proficiency in predicting future scenarios based on available data, please read on!

My optimal working environment:

“My optimal working environment has freedom, a friendly touch and opens up opportunities for networking and communication on site. I would rather move around, than sitting still at a desk the whole day. Too many remote meetings inhibit my potential. To me, it's all about the people and the relationships. ”

When this candidate is allowed to move between different environments in a job, on site or through travel, it opens up inner resources for them and broadens their horizons.

Values:

Honesty, respect, tolerance.

Personality analysis:

The essence of this talent lies in their ability to perform and deliver on promises with great loyalty, enthusiasm, attention to detail and warmth. Behind the promise of performance is a strong sense of loyalty and dedication. This person is happy to work hard for the sake of the company and the community, when all agreements are in place and the attitude is honest and friendly. Before embarking on something new or before making a major decision, they need to wait for clarity on how they feel for the best result. Sleeping on it or taking a timeout before making an announcement will help. This candidate performs best when the big decisions are left to contemplate.

With their ability to see details, and observe even small details in patterns, they are adept at spotting errors or flaws. Once this talent has found something they enjoy focusing on, time flies and they can stay deeply concentrated and focused on details for long periods of time without losing patience. This inner quality implies that this candidate requires something to focus on and direct their energy towards to thrive. When they do work that feels right their energy is boosted. This is a person who likes to work and is energized by the right kind of work! In balance they feel satisfaction from doing, in imbalance they experience frustration.

This talent can seamlessly adapt to meet different people in various roles, utilizing their warm approach and flexible identity. They are good at building solid relationships, and are all about networking! This candidate enjoys silence and is designed to be invited to talk. When asked about something, they are a good communicator who can adapt their language and expression to the situation or person.

Additionally, they possess the ability to forecast potential outcomes using available data. Staying focused on the future to ensure the well-being of humanity going forward is a great inner strength - but also a challenge. This person can sometimes feel overwhelmed by the mental pressure to find answers to all the questions they can formulate. Finding an outlet for these questions in a responsive team, where they can work together to address them and move projects forward, is beneficial. In balance, this is a curious candidate who can ask very interesting

and relevant questions about things that relate to possible outcomes. In imbalance, this person may become skeptical or confused for temporary periods.

Strengths:

Friendly, communicative, hard working, detail oriented, repetitive, concentrated.

Experience:

Currently working as a Key Account Manager for the German market. 20+ years of experience working mainly as a project leader in the technical engineering field abroad. They started their career working as a teacher in technology matters, shortly followed by a job abroad as a project engineer.

Education:

Among others: Bachelor of Science in Mechanical Engineering, ERasmus student.

If you want the candidate's full CV and contact details, contact us! We are happy to guide you in the selection of candidates.

Elin@lissn.fi / +358 442544894