

Aerospace & Defence Key Account Manager, UK

To continue its growth, Brüel & Kjær's Aerospace & Defence Business is seeking a well experienced technology driven Sales professional able to manage and accelerate growth of our key markets in the UK. The position will involve regular travel and may be either home based or at our main office in Royston, UK.

Primary responsibilities

You will be part of the global Aerospace & Defence sales team which counts 10 colleagues world wide. We work closely together with many functions in Brüel & Kjær and your touch points are spread around the world. You will be responsible for an array of tasks including;

- Managing and growing the assigned key accounts
- Identifying current and future customer programs which fits to our strategy
- Qualifying and determining customer business needs and challenges
- Developing, preparing and following up contracts and opportunities
- Developing and maintaining close customer intimacy & network
- Developing Brüel & Kjær's market share
- Promoting products and solutions to the market
- Teamworking with customers, partners and other Brüel & Kjær departments

Professional qualifications

- Experience in the Aerospace, Space & Defence (customers, technologies, challenges, processes) market is essential.
- Knowledge and understanding of either Sound and vibration measurement and analysis solutions, Test and measurement, or Vibration testing applications would be beneficial.
- Proven track record on complex sales & technical environment
- Key account management experience
- Strategic selling methodologies (benefits/values/Miller Heiman)
- Good IT knowledge (Word, Excel, PowerPoint, CRM)
- Experience in working in an international environment
- Engineering degree preferred (mechanics, structural dynamics, acoustics)
- Existing good professional customer network in target market

Brüel & Kjær offers

The job will provide you with an opportunity to further develop your career alongside some of the best and most passionate sound and vibration experts from around the world in a pioneering company at the forefront of the sound and vibration industry. Freedom with responsibility is the framework for Brüel & Kjær's employees. This allows for a good balance between work and family life and for constant development of professional and personal skills in an international and enjoyable working environment.

Are you interested?

Please send your application and CV to hrm@bksv.com no later than November 24, 2017, with Aerospace & Defence KAM in the subject line. A full job description is available upon request.

Please note that successful candidates must satisfy National security vetting requirements before they can be appointed. The level of security needed is Security Checked. Applicants will be subject to UK immigration as well as Civil Service nationality rules.

We are conducting interviews on a continuous basis, so please submit your application as soon possible.