

We keep the Automotive Industry running:

**Dynamically, efficiently and innovatively**

Modix has been on the market for over 20 years and is the European-wide leader in solutions for vehicle sales.

We are part of the US-based Cox Group and can rely on the network and possibilities of an international enterprise and combine this with the flexibility and individual support of a company under owner management.

Become a part of our team

**Strategic Account Director (m/f/d) – in UK, Belgium, Germany, Spain and France**

**This is where you work!**

- Our customers are spread across all 7 continents, in a total of 74 countries and speak more than 25 different languages.
- Our Strategic Partnership Team provides proactive support and engagement with our customers, focusing on best practice and ensuring our solutions are optimized.
- It's our ambition to provide the highest level of customer satisfaction and to implement high-quality digital solutions.
- We transform customer requirements into work steps and help coordinate timing and resources.
- Our tasks require a high standard of independence and organizational skills – even if the workload is high, we never lose sight of our customer and are willing to go the extra mile.
- Team spirit is important, and you will be part of the Modix family - we think and work together.

**This is what you do!**

- This role is accountable for the day to day running and management of the Client and their National Sales Companies and Retailers, which underpin the Modix solutions for our global customers.
- You work closely with the Director Strategic Partnerships and formulate strategies for strengthening assigned accounts and maximising the company's potential to establish business partnerships.
- You manage existing and build new customer relationships, enhance opportunity to gain additional business and revenue from the account.
- You are responsible for developing, maintaining and implementing account plans that contain the strategies and action plans for maximising the value of the account.
- You identify the dealer groups specific goals, needs and special issues of interest and continuously monitor client satisfaction.
- You are directly responsible for gathering, analysing, and developing customer and competitor intelligence.

- You enhance and position Modix International for opportunities by preselling the company's capabilities and solutions, gathering information that will make the company's approach superior to the competition.
- You conduct pro-active contract negotiations that will result in achieving a "win-win" outcome for both parties.
- You provide proposal development oversight to help in creating offers that represent a maximum affordable value to the assigned brands ensuring that the proposal meets the requirements.
- You work closely with your colleagues to optimise quality of service, business growth and customer satisfaction with Operations and IT teams, management, and delivery of customer SLAs and KPIs.
- You respond to and follow up all sales enquiries using appropriate methods.

### **These are your abilities!**

- Several years of professional experience in Global Customer Consulting with Digital solutions or Marketing or a similar field of work, preferably in the automotive sector
- Credible, engaging and confident with strong interpersonal and influencing skills
- Excellent English written and verbal communication skills, further language skills are beneficial
- A love of technology and digital

### **This is what we offer!**

- Personal development and regular trainings
- Chances of promotion in an innovative company
- Trust-based working hours
- Optimal equipment
- Regularly held employee events
- Pioneer spirit and joy on the job in a technology-minded team

### **Apply now!**

Please send your job application with your earliest possible start date and salary expectation via E-Mail to Celine Detlefs:

jobs@modix.eu

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