

Account Manager

Account Manager at AWL

Working as an Account Manager in our Business Unit intralogistics means working in a competitive, international environment with demanding customers. We are all about innovation and customization. Within our business unit, we develop advanced logistic systems in which technologies such as vision and robot systems play a central role.

More about your position

Over the past few years, AWL has built a strong position in the intralogistics market. As a key player, you will help expand our market share by combining sales, business development, and strategy. You support customers in achieving the highest productivity levels with smart, automated solutions.

This role offers significant autonomy and requires flexibility, self-reliance, and strong planning skills. You will travel regularly within and outside Europe and translate customer needs and market developments into concrete assignments and account plans.

Collaboration is essential. You will work closely with Proposal and Sales Engineers and colleagues from Engineering, Production, R&D, Planning, Marketing and Finance to deliver successful projects and ensure commercial success.

Your Challenges

- Take responsibility for order intake, margin, and growth of the intralogistics business unit.
- Identify customer needs and market trends and translate them into R&D developments and new business opportunities.
- Position and sell our robotics portfolio, build long-term customer relationships, and develop high-potential prospects.
- Develop dynamic account plans, present scalable solutions for global accounts, and influence DMUs.
- Negotiate framework agreements, including price, delivery, and conditions, in line with AWL policy.
- Maximize the contribution of engineers, support projects commercially, and coordinate internal teams to meet customer requirements.
- Anticipate macro-environmental factors impacting the business.