



Wir sind Klasse!
 We are hiring!
 KR stellt ein und sucht
 Verstärkung am
 Standort Hamburg!

KR
 KOREAN REGISTER

Preis | Leistung | Qualität | Flexibilität | Zuverlässigkeit

Junior Key Account Manager to Korean Register Hamburg / North Germany (m/f/d)

The Korean Register (KR) is a not-for-profit Classification Society founded 1960 in South Korea offering verification and certification services for ships and marine structures in terms of design, construction and maintenance. More than 3000 vessels with 80 Million Gross Tonnage are classed and serviced by Korean Register worldwide. KR is the seventh biggest Classification Society within IACS. KR is growing against market trend in North Europe. In Germany KR has 6% market share of fleet tonnage.

For our Regional office in Hamburg we are looking for a highly motivated German speaking Junior Key Account Manager.

Tasks May Include

- Support the Regional Director North Europe to routinely review and identify the clients within Germany and neighbor countries that represent the greatest opportunity.
- Driving sales, revenue and market share growth by actively engaging in the acquisition of potential clients, while maintaining relationships with existing clients and partners.
- To act as the main point of contact (one face to the customer) for the assigned group of clients, focusing on the customer experience to enhance loyalty and build long-term relationships.
- Creating awareness for KR's strengths and attractive offer, articulating a clear KR value proposition that will resonate with the client and the challenges of their stakeholders.
- Track account revenue, margin and sales performance and oversee contract management for assigned clients, including securing contract renewals.
- Conducting market and competitor research, identifying opportunities to generate sales in line with KR's business strategy.
- Input and regularly update all opportunities in KR's CRM system.
- Collaborate and actively engage with the specialists in different teams or areas in KR Headquarter to support opportunities and projects as required.
- Support the Regional Director North Europe as required and actively participate in events, conferences, and workshops to network and promote KR.

Position Qualifications

- A maritime related bachelor or master degree within the relevant field of engineering or comparable qualifications.
- First experience in account management field, preferably in maritime sector environment with a good understanding of sales and client care principles is helpful.
- Good understanding of the shipping market and maritime network to manage commercial focus and find new business opportunities.
- Knowledge of budgetary planning and reporting.
- Strong team spirit and good professional people skills to improve performance across the area of business.
- Enjoyment of building relationships, with the ability to pro-actively drive development of a network of key relationships internally and externally.
- Ability and understanding to participate, communicate, positively contribute and add value in marine supply chain and technical discussions with clients and KR colleagues alike.
- Ability to travel domestically and internationally.
- Very good skills in German and English language are mandatory for this position. Korean language skill is an additional advantage, but not mandatory.

Opportunities Beyond Business

Our mission is to safeguard life, property and the environment. By joining us, you will work towards our meaningful vision: "Providing the best services, creating a better world". This position will be filled in the long-term, the applicant will be continuously trained to become a Sales and Class expert.

KR Hamburg Office is located in Hamburg Hafencity and you will join a friendly and dynamic team and growing class society with many customers and a growing network in North Europe.

Contact

If you are interested to become a Junior Key Account Manager for KR please send your resumes detailing personal particulars, qualifications, work experience (if any), daytime contact number, salary expectations and e-mail address to KR Germany, Mr. Michael Suhr, Regional Director North Europe MichaelSuhr@krs.co.kr and Ms. Kerstin Hasslinger, Assistant of Regional Director North Europe KHasslinger@krs.co.kr.

Korean Register KR Hamburg GmbH

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