

Key Account Manager



Ginolis is currently looking for a full-time Key Account Manager to join Ginolis to oversee the company's relationships with its most important clients. You will be responsible for obtaining and maintaining long term key customers by comprehending their requirements.

As Key Account Manager, your main responsibility will be to plan and manage our Customer total care.

Key areas of the work are to

- Define, plan and manage projects with our key customers and Ginolis internal departments
- Ensure valid information is available for all the parties so that day-to-day activities and project objectives are met
- Customer care for the whole business relation life cycle

In this position, you will lead the total customer care. As a Key Account Manager, you will monitor and manage customer requirements from quotation to after-sales phase. You will be responsible for customer communication, negotiations, and project approval processes. The work will be in close contact with Ginolis Sales, Engineering, and Production departments.

To be successful in this position, we expect you to have the following background and skills:

- Bachelor or M.Sc. in technical engineering or equivalent
- Over five (3) years' industrial experience in project management in automation engineering or equivalent
- Experience from medical automation and validation processes is an advantage
- Leadership capability (leading a project and a team from a strategic perspective together with our production management)
- Sales-driven attitude
- Self-motivated, proactive, and result-oriented team player
- Systematic and thorough working methods
- Excellent communication and interpersonal skills with internal team as well as with customers and vendors
- Fluent written and spoken English
- Ability to travel occasionally domestically and internationally

You can work in Oulu or in the Helsinki area.

For further information, please contact Janne Hylkinen tel. +358 50 310 6820 or janne.hylkinen@ginolis.com on Monday or Tuesday at 15:00 – 17:00.

Please submit your application, CV with references, and salary expectations to recruitment@ginolis.com by 30.11.2020. We will start interviews right away and hire as soon as we find the right person for the position.

About Ginolis

Ginolis is a global provider of high-quality assembly automation, liquid dispensing, and quality control solutions for the medical, diagnostics disposable, and microfluidics device industries. From standard products to fully customized systems, Ginolis offers an extensive range of innovative solutions based on its compact, scalable, and modular automation platforms.

Ginolis was founded in 2010. The company is headquartered in Oulu, Finland, with offices in the UK, USA, China, Estonia, and Sweden. To learn more, visit Ginolis.com.