

INTAMIN

Intamin Amusement Rides Int. Corp. Est. is a world leading manufacturer of amusement and theme park equipment.

The comprehensive product range includes roller coasters, water rides, giant wheels and drop towers. All rides are designed and developed in our offices in Schaan and Wollerau, meeting the needs of our customers worldwide. To strengthen our team of engineers in Schaan, we are looking for a motivated Key Account Manager m/f/d.

RESPONSIBILITIES

- Develop and maintain strong and trustworthy relationships with important clients in the amusement industry
- Act as the main point of contact between key clients and internal teams
- Facilitate and secure the information flow within the project organisation and with the customer
- Lead the internal teams to ensure quality and timely delivery of bidding packages
- Negotiate all aspects of contracts (incl. technical, scope, schedule, financial) and variation orders
- Lead, monitor, coordinate, supervise the project execution to guarantee project goals in all aspects
- Assure the design due-diligence internal processes and client design review cycles are achieved
- Manage team implementation of production, factory and on-site testing, delivery, and installation
- Ensure compliance of customer needs and requirements from project start to final delivery
- Analysis and identification of upcoming needs and opportunities to consolidate strategic partnerships
- Develop new businesses with existing clients or contacts and develop new relationships with potential clients

REQUIREMENTS

- BSc or MSc degree in mechanical engineering, with proven experience in the amusement industry of at least 15 years
- Able to handle multiple client accounts
- Strong negotiation and leadership skills
- Exceptional customer service skills as well as networking skill
- Well-developed communication as well as presentation skills
- Flexibility regarding working hours, deadlines and travelling
- Proficient in all Microsoft Office applications as well as CRM software
- Highly focussed on details without losing overall perspective
- English language skills on an international business level

We are looking forward to receiving your CV including the corresponding letters of reference and the documentation on your professional qualifications together with your letter of motivation at HR@intamin.com.