



ela[container]

Team Lead Key Account Management (m/f/x)

Location: Haren

Working Hours: Full-time employee

1,400 employees in 24 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

Are you passionate about strategically developing customer relationships and building a strong team in a national and international environment? Then join our sales team as **Team Lead Key Account Management (m/f/x)**.

In your role, you will actively drive the **strategic development of our KAM structure** with plenty of creative freedom. You will always keep an eye on the market, identify opportunities, and derive valuable insights from competitor and customer analyses. With your flair for sustainable relationships, you will strengthen existing partnerships and open doors to exciting new customers. At the same time, you will build a **young, motivated team** that you will lead with passion, coordinate, and support in its development.

You are a person with your own personal profile of qualifications, talents, and desires. And we are not a company like any other. We offer exciting tasks, opportunities for further development, and a relaxed Moin culture. Interested? Then we should get to know each other better.

Your Future Role

- + Strategic development of the national and international KAM structure and establishment of local structures within our matrix organization
- + Ongoing analysis of customer, market, product, and competitive developments to derive relevant insights
- + Maintenance and expansion of existing customer relationships as well as identification and acquisition of new international customers
- + Establishment and management of a young, motivated team, including leadership, coordination, and further development
- + Close cooperation with cross-functional teams
- + Responsibility for target achievement, budget planning and control, and initiation of measures in the event of deviations

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[Video Application](#)

What Your Bring to the Team

- + Successfully completed degree in economics, business administration, industrial engineering, or comparable qualification
- + Several years of professional experience in sales, e.g., as an area sales manager, key account manager (m/f/x), or in a comparable position
- + Industry expertise and network in the fields of construction, industry, or infrastructure
- + Leadership experience, ideally in a sales environment, is desirable
- + Knowledge of Salesforce, Microsoft Dynamics Navision, or SAP is desirable
- + Business fluent written and spoken German and English
- + Willingness to travel internationally (approx. 60%)

What you can expect from us

- + We offer you a **permanent employment contract**, giving you long-term security
- + We organize a **comprehensive induction program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and your colleagues
- + We provide you with a **company car**, which you can also use privately
- + You will receive a company **cell phone, laptop**, and other modern equipment for mobile working—which you can also use privately, of course
- + You will have **flexible working hours** and work from home when you are not on site with customers
- + We take care of your **company pension plan** and offer capital-forming benefits.
- + We offer you **company health insurance**
- + Our **company fitness program**: Thousands of gyms, swimming pools, etc. are available to you throughout Germany and, in some cases, digitally without restriction for only €25 per month
- + Your mental health is important to us! With nilo.health, we offer you digital **psychological counseling**, workshops, and meditation sessions
- + Through our **corporate benefits** portal, you receive attractive discounts from over 1,500 brands in all areas of life
- + We offer you **individual development opportunities** and exciting skills training
- + You can expect **flat hierarchies** and short decision-making processes, so you can quickly contribute and implement your ideas

How You can apply

Please send your documents via our career website <https://career.ela-container.com> or via email career@ela-container.com including your CV, your essential certificates and qualifications, as well as a few lines about yourself and why we fit. We would then like to meet and have a personal conversation with you. We look forward to hear from you!

Any questions?

Contact us via email or WhatsApp/text message on +49 1511 9539616.