



## Key Account Manager - focus on infrastructure & defence (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 international customer relationships, technological innovations and sales in the defense environment? Then join us as a **Key Account Manager with a focus on Infrastructure & Defence (m/f/x)** and shape the future of security-relevant markets. With your strategic eye for opportunities and your flair for people and markets, you will not only maintain and develop existing customer relationships - you will also win new international customers and projects with vision and impact. Your focus is particularly on the markets in Benelux, Scandinavia and the United Kingdom.

With your very personal profile of qualifications, talents and desires, you are exactly the person we are looking for. We are not like any other company. With us, you can expect exciting tasks, a wide range of development opportunities and a relaxed, fun culture. Interested? Then we should get to know each other better.

### Your Future Role

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- + Maintaining and expanding existing customer relationships in the defence sector
- + Identifying and acquiring new international customers and projects
- + Developing and implementing sales strategies and utilizing cross-selling and upselling potential to increase sales
- + Participation in trade fairs and industry events for networking and lead generation
- + Close cooperation with the sales force and internal interfaces
- + Conducting training courses and workshops for our sales team to successfully introduce new products and services

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[Video Application](#)

### What Your Bring to the Team

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- + Successfully completed studies in business administration, engineering, construction or comparable qualifications

- + Several years of professional experience in field sales or as (Key) Account Manager (m/f/x) or Area Sales Manager (m/f/x)
- + Industry knowledge and a strong network in the industrial sector desirable
- + Strong communication and negotiation skills
- + Business fluent in written and spoken German and English
- + High willingness to travel nationally and internationally (approx. 70%) in the focus countries Benelux, U.K., Scandinavia
- + Knowledge of MS Dynamics, Salesforce and / or SAP desirable

## What you can expect from us

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- + Once ELA, always ELA. When you join our company, we want you to be a key member of the team, which is why we'll offer you a **permanent contract**
- + We offer you **flexible working hours** and the opportunity to work flextime
- + We organize an **extensive onboarding program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and our employees
- + We'll provide you with a **company car**, which you can also use for private purposes
- + You have the option to **work up to 60% of your week from home**
- + We'll provide you with a **company phone, company laptop, and other technical equipment** that you'll need to work remotely and can use for private purposes
- + We consider your **driving time** to the client's location to be **working time**
- + Our **company fitness program**: for just €25 a month, you can have access to thousands of gyms, swimming pools, and more throughout Germany, including unrestricted digital access
- + The **ELA Corporate Benefits** portal offers attractive discounts on more than 1,500 brands from all relevant areas of life
- + We'd like for you to continue developing, which is why **we support your personal development** with a tailored range of options
- + We want you to be optimistic about the future, which is why we support you with our **company retirement plans** and capital-forming benefits for your financial security
- + With us, you can expect **flat hierarchies** and short decision-making processes

## How You can apply

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Please send your documents via our career website <https://career.ela-container.com> or via email [career@ela-container.com](mailto: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.