



Junior Key Account Manager (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 interested in sales and strong customer relationships? Then join us as a **Junior Key Account Manager (m/f/x)** and support our team in building and expanding strategic partnerships.

You will work closely with experienced colleagues, support exciting customer projects and help to identify new business opportunities. With your flair for customers and markets, you will actively contribute to our growth in Key Account Management.

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

Your Future Role

- + Support in the management and expansion of existing customer relationships, including participation in cross-selling and upselling activities
- + Collaboration in the development and implementation of sales approaches
- + Researching and identifying potential new customers and supporting the acquisition of international projects
- + Participation in trade fairs and industry events to support sales activities and active networking
- + Close cooperation with the sales force and internal specialist departments
- + Support in the preparation and implementation of internal training courses or workshops for the introduction of new products and services

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What Your Bring to the Team

- + Successfully completed studies in business administration, engineering, construction or comparable qualifications
- + Initial practical experience in sales, e.g. as an account manager (m/f/x), through internships, working student activities or career entry
- + Strong communication skills and willingness to learn in dealing with negotiation and customer management topics
- + Business fluent in written and spoken German and English
- + Willingness to travel approx. 30% at home and abroad
- + Initial knowledge of CRM or ERP systems (e.g. MS Dynamics, Salesforce or SAP) an advantage

What you can expect from us

- + 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

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.