

## Why P3

Der einzigartige Aspekt unserer Unternehmensberatung liegt in der Denkweise unserer Mitarbeitenden: Neugierig, abenteuerlustig und innovationsfreudig.

P3 Beraterinnen und Berater übernehmen früh Verantwortung gegenüber Kunden im Bereich Managementberatung, bei vielfältigen Thematiken und skalierbaren IT-Lösungen.

Mache ein Projekt zu deinem Projekt. Offenheit für neue, innovative und unkonventionelle Ansätze, kurze Entscheidungswege, ein respektvolles Miteinander und fruchtbare Synergien machen uns zu einem diversen, unschlagbaren Team und erfolgreichen Unternehmen - weltweit.



BRANCHE: IT\_MEDIA / STANDORTE:

## Technical Key Account Manager (m/f/d) Bologna



## WHAT YOU'LL DO

- You develop and maintain strong relationships with key clients across Europe in the field of battery production and giga factories.
- You understand clients' technical needs and propose customized technical IVS solutions and services
- You collaborate with internal teams to ensure client needs are met and projects are executed seamlessly.
- You proactively identify opportunities to expand business with existing and new clients by introducing tailor made products.
- You stay informed about industry trends and competitors' activities to identify strategic opportunities.
- You travel to client sites within Europe as needed to strengthen relationships and understand local market dynamics.

## WHO YOU ARE

- You have a Bachelor's degree in a relevant field (Engineering, Business etc.); a MBA or advanced degree is a plus.
- You have proven experience in key account management or sales within a technical industry, preferably in battery production or giga factory, clean room technology is a plus
- You possess a strong technical understanding.
- You demonstrate excellent communication, negotiation, and presentation skills.
- You speak fluent English, ideally very good Italian or preferably another European language.
- You are willing to travel within Europe as necessary to support client relationships.

Join us at

[p3-group.com/karriere](https://p3-group.com/karriere)



## Benefits

Remote working / Flexible working hours / Catering / Smart Work / Parking spaces / events / Employee discounts / Employee network / Competitive working conditions / Personal and professional development / Great teams and helpful colleagues / Company pension scheme / company doctor