

Honeywell



Account Manager III- Job ID 00331592

Based in Budapest

Honeywell is the leader in gas detection, fire systems, personal protective equipment, building controls, home comfort and security, and scanning and mobility. Our products and solutions give customers the ability to capture more and better data faster and across a wireless landscape, improve productivity, safety, and security, drive better decision making, and reduce costs. We are at work in 150 million homes, 10 million buildings, 5,000 industrial facilities, and hundreds of gas and electric utilities worldwide. **People are our ultimate differentiator.** Bring your passion to a fast paced and professional work atmosphere.

Are you curious about what this role implies?

- Primary customer interface responsible for the development of business, and management of relationships, with a specific customer or customers
- Understanding of the customer's business, drivers, and organization, and an understanding of the value that Honeywell brings to the customer to drive to real business outcomes
- Dissemination of key messages, initiatives, and of information pertaining to the value Honeywell brings to that specific customer at all levels of the customer's organization.
- Business partner to the customer, establishes a defensible barrier to competitors, maximizes the business potential of their customers, and acts as the primary supplier interface for all products, solutions and services with this customer.
- Champions the customers' needs and requirements within the Honeywell organization

Then you should have:

- Technical University Degree or equivalent experience level
- 5-10 years experience in solution sales (automation industry)
- Experience in complex sale, building long-term strategic and executive relationships, team selling and opportunity planning
- Advanced English language knowledge

We are offering:

- Competitive salary and an attractive benefits package
- Extensive training programs
- Career growth opportunities
- Experienced leaders to support your professional development
- Dynamic and international work environment

Should you be interested in growing your career in Honeywell, please check our site, for a full Job Description and send us your CV (www.careersathoneywell.com). Job ID 00331592

Great positions in good industries! Our technologies are changing the world! Be part of Innovation! Join us!

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