Junior Key Account Manager

(m/f/d) | Neuss, Germany

AEW Automotive Systems GmbH

LOCATION

41460 Neuss, Germany

START DATE

As soon as possible

APPLY

Send your CV to

zhen.qian@aew-group.com

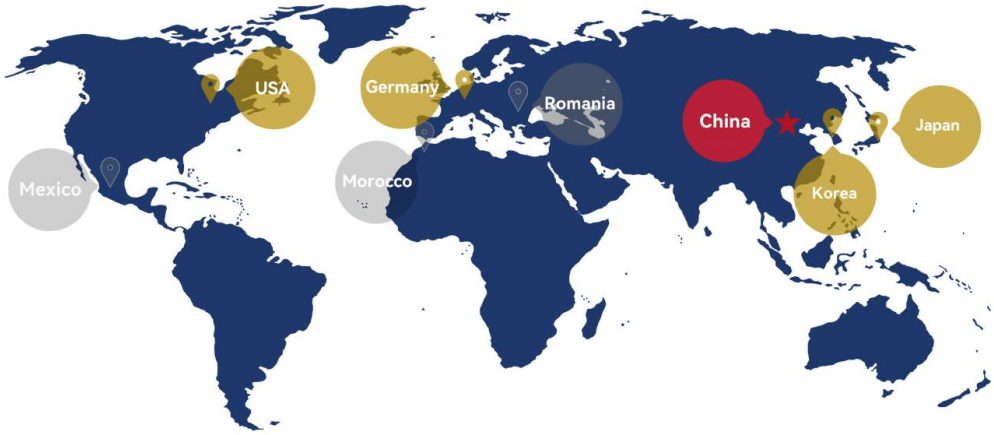


About Us

Established in 2023, AEW Automotive Systems GmbH is a key European branch of the AEW Group, providing high-quality engineering and system solutions for the global automotive industry.

With a project portfolio involving major OEMs such as Mercedes-Benz, BMW, Volkswagen Group, Stellantis, and Renault, AEW supports innovation in vehicle safety and intelligent vehicle systems across Europe.

Our German office leads project development and plays a strategic role in supporting the Group's global manufacturing expansion, including in Romania and Morocco.



Your Responsibilities

- Manage and further develop relationships with Adient and other Tier 1 automotive customers.
- Take strategic and operational ownership of sales and profitability targets.
- Identify new business opportunities and develop customer-specific solutions in collaboration with internal teams.
- Work closely with Project Management, Engineering, Production, and Quality to ensure alignment with customer requirements.
- Lead contract and pricing negotiations at national and international levels.
- Monitor market trends and competitor activities to support business development.

Your Profile

- A degree in Business Administration, Industrial Engineering, Automotive Engineering, or a related field.
- Strong communication and negotiation skills, combined with an analytical mindset.
- A customer-focused, structured approach and an entrepreneurial mindset.
- Fluency in German and English, both written and spoken.

What We Offer

- 30 days of annual leave.
- An attractive compensation package, including a year-end bonus and a performance-based bonus.
- A modern, well-equipped workplace with flexible working hours.
- A challenging role with a high level of responsibility in an international environment.
- Direct collaboration with leading Tier 1 automotive customers.
- Professional training and development opportunities.